

CASH BOX

June 11, 1977

NEWSPAPER



Cover Artist: RONNIE MILSAP

Glancy Joins RCA In Europe;

Louis Couttolenc New Prez.

Goddard Lieberman Dies

Pickwick Minn. Warehouse Strike

Newspaper Ads Increase

NY Retailers Drop Prices

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WEA Return Policy Analysis

Record Shack Opens In Dallas

Urban Outlook: Atlanta Market

Delite Rolls Back 45 Price

A Little Attention To Detail (Ed)

THE FIRST GOLD TEDDY.

Teddy Pendergrass' first album is gold. His single "I Don't Love You Anymore" is soaring up the pop charts. Not bad for a three-month-old solo career.



On Philadelphia International Records and Tapes.

CASH BOX

VOLUME XXXIX — NUMBER 4 — June 11, 1977

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cash box editorial***A Little Attention To Detail***

In the past few weeks the music industry's attention has been drawn to a repertoire of rising retail prices, music store expansions, executive position shifts and the myriad number of lawsuits that often lurk in the shadows of success. Attention appears to be drawn away from actual product — the record.

We would like to know if there exist viable solutions to these problems:

- Why does the industry condone the use of reground or reprocessed vinyl which invariably yields increased background noise?
- Why is the center hole of an album not always large enough to handle a spindle?
- Why must an entire side of an album be manufactured off center?
- Can print-through be avoided?
- Is there a reason for an improper record trim?
- Is there ever a reason for a record to be warped?

One of the worst experiences a consumer can have is to purchase an album, only to find it warped when he attempts to play it at home. When an album is rush released, it is easy to understand how record defects occur but that form of reasoning and justification is no longer acceptable.

Granted, there is usually no problem in returning a warped product, but why should the consumer have to make the extra trip to his neighborhood record store? And if his newly exchanged record is also warped . . .

Today's musical hardware has so outdistanced the comparable software, in quality and technical sophistication, that the music industry must force itself to play catch-up. Perhaps the RIAA, or some other body with industry-wide authority, should step in and set up a panel to study the problems, promulgating a set of industry wide standards that would guard against the indiscriminate manner of record production. **Cash Box** would be more than willing to lend its assistance.

Any study made should focus on the manufacturing and distribution of records. The savings achieved by the use of non-virgin vinyl is simply not justified by the resultant sound quality of the pressing. With a more concerned effort towards quality control, manufacturing problems could easily be overcome and with an increase in attention to handling, transportation, and heat treatment, warpage problems could be greatly diminished.

While record companies continue to shift to a higher retail price structure, we expect that a corresponding increase in pressing quality will follow suit.



**NUMBER ONE
SINGLE OF THE WEEK**
DREAMS
FLEETWOOD MAC
WBS 8371
Writer: S. Nicks



**NUMBER ONE
ALBUM OF THE WEEK**
RUMOURS
FLEETWOOD MAC
Warner Brothers BSK 3010

CASH BOX TOP 100 SINGLES

June 11, 1977

Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart		
			6/4	5/28	On Chart				6/4	5/28	On Chart				6/4	5/28	On Chart
1	DREAMS	LETWOOD MAC (Warner Bros. WBS 8371)	2	4	9	34	IT'S SAD TO BELONG	ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT-16088)	37	44	6	68	YOU'RE MOVIN' OUT TODAY	BETTE MIDLER (Atlantic 45-3379)	73	78	6
2	I'M YOUR BOOGIE MAN	KC & THE SUNSHINE BAND (TK 1022)	1	2	15	35	ARIEL	DEAN FRIEDMAN (Lifesong 45022)	38	42	8	69	THIS GIRL (HAS TURNED INTO A WOMAN)	MARY MACGREGOR (Ariola America/Capitol 7662)	70	75	6
3	GOT TO GIVE IT UP (PART 1)	MARVIN GAYE (Tamla/Motown T54280F)	4	5	9	36	SOUTHERN NIGHTS	GLEN CAMPBELL (Capitol 4376)	16	6	17	70	SLOW DOWN	RIOLA JOHN MILES (London 5N 682)	74	79	6
4	THEME FROM "ROCKY" (GONNA FLY NOW)	BILL CONTI (United Artists 940)	5	13	9	37	KNOWING ME, KNOWING YOU	ABBA (Atlantic 3387)	45	54	5	71	HANDYMAN	JAMES TAYLOR (Columbia 3-10557)	—	—	1
5	LONELY BOY	ANDREW GOLD (Elektra E45384)	6	8	12	38	PEACE OF MIND	BOSTON (Epic 50381)	46	55	5	72	I'M GOING DOWN	ROSE ROYCE (MCA 40721)	76	80	5
6	LUCILLE	KENNY ROGERS (United Artists UA XW 929Y)	7	10	11	39	HOLLYWOOD	RUFUS FEATURING CHAKA KHAN (ABC AB 12269)	42	49	7	73	GIVE A LITTLE BIT	SUPERTRAMP (A&M 1938)	77	82	5
7	FEELS LIKE THE FIRST TIME	FOREIGNER (Atlantic 3394)	9	12	12	40	YOUR LOVE HAS LIFTED ME (HIGHER AND HIGHER)	RITA COOLIDGE (A&M 1922)	51	61	6	74	THE KILLING OF GEORGIE	ROD STEWART (WBS 8396)	—	—	1
8	ANGEL IN YOUR ARMS	HOT (Big Tree/Atlantic BT 16085)	8	9	18	41	I COULDN'T GET IT RIGHT	CLIMAX BLUES BAND (Aire/ABC SAA 736)	22	7	21	75	WATCH CLOSELY NOW	KRIS KRISTOFFERSON (Columbia 3-10525)	80	91	3
9	UNDERCOVER ANGEL	ALAN O'DAY (Pacific/Atlantic PC-001)	12	16	11	42	HELLO STRANGER	YVONNE ELLIMAN (RSO/Polydor 871)	26	21	13	76	SO HIGH (ROCK ME BABY AND ROLL ME AWAY)	DAVE MASON (Columbia 3-10509)	81	84	5
10	JET AIRLINER	STEVE MILLER BAND (Capitol 3424)	14	17	7	43	HOTEL CALIFORNIA	EAGLES (Asylum E45386)	25	14	14	77	GOOD THING MAN	FRANK LUCAS (ICA 001)	82	87	4
11	HEARD IT IN A LOVE SONG	THE MARSHALL TUCKER BAND (Capricorn/WB CPS 0270)	13	15	14	44	LIDO SHUFFLE	BOZ SCAGGS (Columbia 3-10491)	27	24	14	78	SEASIDE WOMAN	SUZY AND THE RED STRIPES (Epic/MPL 50403)	—	—	1
12	SIR DUKE	STEVIE WONDER (Tamla/Motown T5428F)	3	1	11	45	CINDERELLA	FIREFALL (Atlantic 3392)	40	30	12	79	PEOPLE IN LOVE	10CC (Mercury 73917)	85	97	4
13	WHEN I NEED YOU	LEO SAYER (Warner Bros. WBS 8332)	11	3	16	46	YOU'RE MY WORLD	HELEN REDDY (Capitol 4418)	52	63	7	80	DO WHAT YOU WANNA DO	T-CONNECTION (Dash/TK 5032)	86	90	6
14	MARGARITAVILLE	JIMMY BUFFETT (ABC AB 12254)	17	23	12	47	I'VE GOT LOVE ON MY MIND	NATALIE COLE (Capitol 4360)	41	28	19	81	IT FEELS SO GOOD TO BE LOVED SO BAD	MANHATTANS (Columbia 3-10495)	88	92	3
15	AIN'T GONNA BUMP NO MORE (WITH NO BIG FAT WOMAN)	JOE TEX (Epic 8-50313)	15	18	12	48	I WANNA GET NEXT TO YOU	ROSE ROYCE (MCA 40662)	44	25	15	82	ENJOY AND GET IT ON	ZZ TOP (London 5N 252)	87	89	4
16	LIFE IN THE FAST LANE	EAGLES (Asylum 45 403)	21	26	5	49	YOUR LOVE	MCCOO/DAVIS (ABC AB 12262)	48	34	14	83	I DON'T LOVE YOU ANYMORE	TEDDY PENDERGRASS (Phila. Intl./CBS 36222)	90	95	3
17	WHODUNIT	TAVARES (Capitol 4398)	18	18	13	50	ON THE BORDER	AL STEWART (Janus 267)	49	39	8	84	AMARILLO	NEIL SEDAKA (Elektra 45406)	—	—	1
18	LOOKS LIKE WE MADE IT	BARRY MANILOW (Arista 244)	23	29	6	51	CHERRY BABY	STARZ (Capitol 4399)	47	31	13	85	RUNAWAY	BONNIE RAITT (Warner Bros. WBS 8382)	92	—	2
19	SLOW DANCIN' DON'T TURN ME ON	ADDRISI BROTHERS (Buddah/RCA BDA566)	20	22	12	52	EVERYBODY BE DANCIN'	STARBUCK (Private Stock PS 45,144)	50	48	10	86	LADY (PUT THE LIGHT ON ME)	BROWNSVILLE STATION (Private Stock PS 45149)	89	94	3
20	I'M IN YOU	PETER FRAMPTON (A&M 1941)	28	51	3	53	RIGHT TIME OF THE NIGHT	JENNIFER WARNES (Arista AS 0223)	53	32	19	87	NEON LIGHTS	ATLANTA RHYTHM SECTION (Polydor 14397)	94	—	2
21	HIGH SCHOOL DANCE	THE SYLVERS (Capitol 4405)	24	27	9	54	ALL YOU GET FROM LOVE IS A LOVE SONG	CARPENTERS (A&M 1940)	60	68	4	88	GO AWAY LITTLE BOY	MARLENA SHAW (Columbia 3-10542)	95	100	3
22	DO YOU WANNA MAKE LOVE	PETER McCANN (20th Century 2335)	29	38	8	55	TRYIN' TO LOVE TWO	WILLIAM BELL (Mercury 73839)	54	33	17	89	SAVE ME	MERILEE RUSH (UA XW933Y)	96	—	2
23	DA DO RON RON	SHAUN CASSIDY (Curb/WB WBS 8365)	32	47	5	56	CAN'T STOP DANCIN'	CAPTAIN & TENNILLE (A&M 1912)	56	41	13	90	WHILE I'M ALONE	MAZE (Capitol 4392)	97	98	5
24	MAINSTREET	BOB SEGER (Capitol 4422)	19	20	8	57	GOING IN WITH MY EYES OPEN	DAVID SOUL (Private Stock 45,150)	61	70	7	91	ONLY THE LUCKY	WALTER EGAN (Columbia 10531)	—	—	1
25	I JUST WANT TO BE YOUR EVERYTHING	ANDY GIBB (RSO/Polydor 872)	30	36	8	58	YOU MADE ME BELIEVE IN MAGIC	BAY CITY ROLLERS (Arista AS0256)	72	—	2	92	SLIDE	SLAVE (Cotillion/Atlantic 44218)	—	—	1
26	BACK TOGETHER AGAIN	DARYL HALL & JOHN OATES (RCA 10970)	31	35	6	59	SPIRIT IN THE NIGHT	MANFRED MANN'S EARTH BAND (Warner Bros. WB 8355)	59	65	8	93	I CAN'T GET OVER YOU	THE DRAMATICS (ABC AB 12256)	—	—	1
27	MY HEART BELONGS TO ME	BARBRA STREISAND (Columbia 3-10555)	35	50	4	60	EASY	COMMODORES (Motown M1418)	68	81	3	94	SOLSBURY HILL	PETER GABRIEL (Atco 7079)	98	—	2
28	CALLING DR. LOVE	KISS (Casablanca NB 880)	10	11	14	61	THE PRETENDER	JACKSON BROWNE (Elektra E45399)	65	73	4	95	DON'T TURN THE LIGHT OUT	CLIFF RICHARDS (Rocket/MCA PIG 40724)	—	—	1
29	WHATCHA GONNA DO?	PABLO CRUISE (A&M 1920-S)	36	45	10	62	JUST A SONG BEFORE I GO	CROSBY, STILLS & NASH (Atlantic 3401)	71	83	3	96	SPANISH WINE	LOU CHRISTIE (Midsong/RCA MB 10959)	—	—	1
30	LOVE'S GROWN DEEP	KENNY NOLAN (20th Century TC-2331)	33	43	10	63	TELEPHONE MAN	MERI WILSON (GRT 127)	78	—	2	97	RIDIN' OUT THE STORM	REO SPEEDWAGON (Epic 8-50367)	99	—	2
31	THEME FROM "ROCKY" (GONNA FLY NOW)	MAYNARD FERGUSON (Columbia 3-10468)	34	37	9	64	BARRACUDA	HEART (Portrait/CBS 670004)	75	85	3	98	KEEP THAT SAME OLD FEELING	SIDE EFFECT (Fantasy 792)	100	—	2
32	LUCKENBACH, TEXAS (BACK TO THE BASICS OF LOVE)	WAYLON JENNINGS (RCA PB 10924)	39	46	8	65	THIS IS THE WAY THAT I FEEL	MARIE OSMOND (Kolob/Polydor 14385)	55	52	9	99	SUPERMAN	CELI BEE & THE BUZZY BUNCH (APA TK 17001)	—	—	1
33	YOU AND ME	ALICE COOPER (Warner Bros. WBS 8349)	43	56	8	66	BLACK BETTY	RAM JAM (Epic 8-50357)	79	—	2	100	ON AND ON	STEPHEN BISHOP (ABC 12258)	—	—	1
						67	UPTOWN FESTIVAL	SHALAMAR (Soul Train/RCA 10885)	69	76	9						

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Ain't Gonna Bump (Tree — BMI)	15	Got To Give It Up (Jobete — ASCAP)	3	Lucille (Bramhall/Andite — BMI)	6	Superman (Peer Intl. — BMI)	99
All You Get From Love (Hempstead Heath — ASCAP)	54	Handyman (Unart — BMI)	71	Luckenbach (Baby Chick — BMI)	32	Telephone Man (Casterledge — BMI)	63
Amarillo (Neil Sedaka — BMI)	84	Hollywood (Big Elk/Amer. B'casting — ASCAP)	39	Mainstreet (Gear — ASCAP)	24	The Killing Of (Rod Stewart — ASCAP)	74
Angel In Your (Song Tailors — BMI)	1	Hotel California	43	Margaritaville (Coral Reefer — BMI)	14	Theme From Rocky (United Artists — ASCAP/Unart — BMI)	4,31
I've Got The Music — ASCAP	8	I Can't Get (Conquistador — ASCAP)	93	My Heart Belongs To Me (Koppelman/Bandier/Music of Emanuel — BMI)	27	The Pretender (Swallow Turn/WB — ASCAP)	61
Ariel (Blendingwell — ASCAP)	35	I Don't Love (Mighty Three — BMI)	83	Neon Lights (Low-Sac — BMI)	87	This Girl (Silver Dawn — ASCAP)	69
Back Together Again (Unichappell — BMI)	26	I Just Want (Stigwood/Unichappell — BMI)	25	On And On (Stephen Bishop — BMI)	100	This Is The (Fame — BMI)	65
Barracuda (Wilson/Know Mus/Play My Music — ASCAP)	64	I'm Going Down (Duchess — BMI)	72	Only The Lucky (Deluxe/Swell Sounds/Sedak — ASCAP)	91	Tryin' To Love (Bell-Kat/Unichappell — BMI)	55
Black Betty (Robert Mellin — BMI)	66	I'm In You (Almo/Fram-Dee — ASCAP)	20	On The Border (Dick James — BMI)	50	Undercover Angel (WB — ASCAP)	9
Calling Dr. Love (Cafe Amer./Kiss — ASCAP)	28	I'm Your Boogie (Sherlyn/Harrick — BMI)	2	Peace Of Mind (Pure/Calgems-EMI — BMI)	38	Uptown (Jobete — ASCAP/Stone Agate — BMI)	67
Can't Stop Dancing (Anab — BMI)	56	It's Sad To (Famous/Ironside — ASCAP)	81	People In Love (Man-Ken — BMI)	38	Watch Closely Now (First Artists/Emanuel/20th Century — ASCAP)	75
Cherry Baby (Rock Steady/Stargonzo — ASCAP)	51	I've Got Love (Jay's Ent./Chappell — ASCAP)	34	Ridin Out (The Emp Co. — BMI)	79	Whatcha Gonna (Irving/Pablo Cruise — BMI)	29
Cinderella (Powder — ASCAP)	45	I Wanna Get Next (Duchess — BMI)	47	Right Time Of (Amer. B'casting — ASCAP)	53	When I Need (Unichappell/Begonia Melodies/Albert Hammond — ASCAP)	13
Couldn't Get It (Bleu Disque/Jrv/Air — ASCAP)	41	Jet Airliner (Sailor/No Thought — ASCAP)	10	Runaway (Vicki/Belinda — BMI)	85	While I'm Alone (Pecle — BMI)	89
Da Do Ron (Trio/Mother Bertha — BMI)	23	Just A Song (Thin Ice — ASCAP)	62	Save Me (Almo/Big Secret — ASCAP)	50	Whodunit (Bull Pen — BMI/Perren Vibes — ASCAP)	17
Don't Turn (Almo/Big Secret — ASCAP)	95	Keep That Same (Four Knights — BMI)	98	Seaside Woman (MPL — BMI)	38	You And Me (Ezra/Early Frost — BMI)	33
Do What You (Sherlyn/Decible — BMI)	80	Knowing Me (Countless Songs — BMI)	37	Sir Duke (Jobete/Black Bull — ASCAP)	79	You Are Me (Chrysalis — ASCAP)	58
Do You Wanna (Amer. Broadcasting — ASCAP)	22	Lady (Put The Light) (Utopia/Dejamus — ASCAP)	86	Slide (Spurbree — BMI)	19	You're Movin' (Divine/Begonia Melodies/Unichappell/Fedor — BMI)	68
Dreams (Gentoo/Welsh Witch — BMI)	1	Lido Shuffle (Music/Hudmar — ASCAP)	44	Slow Dancin' (Musicway/Flying Addressi — BMI)	70	You're My World (Intersong — ASCAP/Gruppo Editoriale Ariston — BMI)	46
Eagle (Ebele/Commodores Ent. — ASCAP)	60	Life In The Fast Lane	16	Slow Down (British Rocket — ASCAP)	70	Your Love (El Patricio — BMI)	49
Every And Get It On (Hamstein — BMI)	82	Lonely Boy (Luckyu — BMI)	5	So High (Almo/Jacon — ASCAP)	76	Your Love Has (Chevis/Warner-Tamerlane/BRC — BMI)	40
Everybody Be (Brother Bill's — ASCAP)	52	Looks Like We Made It (Irving — BMI)	18	Solsbury Hill (Run It Ear Pieces — BMI)	86		
Feels Like (Somerset/Evansongs — ASCAP)	7	Love's Grown (Sound of Nolan/Chelsea — BMI)	30	Southern Nights (Warner-Tamerlane/Marsant — BMI)	94		
Give A Little Bit (Almo — ASCAP)	73			Spirit In (Laurel Canyon — ASCAP)	59		
Give Away (Screen Gems-EMI — BMI)	88						
Going In (Almo/Macaulay — ASCAP)	57						
Good Thing Man	77						



Turning vinyl into gold.

Recently, the Atlanta Rhythm Section, William Bell, the Statler Brothers and 10cc were awarded gold records. But these artists share something more. They're on the labels of Phonogram/Mercury and Polydor, part of the Polygram Group—a unique, global, entertainment network.

Our artists benefit from a single, worldwide organization composed of specialized companies that can publish, record, manufacture and distribute their music. That unique combination results in excellence. And that excellence results in our Polygram recording artists consistently turning vinyl into gold.

PolyGram U.S.A. consists of: PhonoGram, PolyDor, RSO and PhonoDisc.

Goddard Lieberman.

Throughout his life, he pursued the highest vision of excellence, in advancing the aesthetics he cherished so fervently, and in developing the industry of which he was the very best.

Music Stop Gets \$150,000 Loan From Fed. Agency

by Randy Lewis

LOS ANGELES — A \$150,000 loan was approved by the Small Business Administration in February for Music Stop, Inc., the new Detroit-based record store chain formed by Lewis Kwiker, according to an official at the SBA's Detroit office.

The district supervisor of the Detroit SBA office said his information, which is a matter of public record, showed the loan was applied for through a bank in greater, Detroit, and was closed in April. The first three Music Stop retail stores opened for business June 1, Kwiker said.

Kwiker confirmed he received the loan and said the reason he decided to go through the SBA, rather than a standard bank or private investors, was because of the advantages of an SBA loan.

"The advantages of the SBA loan are that it has a much longer maturity date and the government imposes (on it) a maximum interest rate that can be charged," Kwiker said.

With an SBA loan, he said, "you have a government-guaranteed loan. What that really means is that you have a lower interest rate, because the government guarantees it, and you have a longer maturity loan."

He added, "I don't know of anyone else in the record business who has used an SBA loan."

The three newly-opened stores, all of which are in the greater Detroit area, will be the focal point of his present plans. Kwiker said. He also said he has no immediate plans for adding any new stores, either in or out of the Detroit area.

"First, we have to start our business, get it rolling and from there we will take it one step at a time," Kwiker said. Music Stop's purchasing, he said, will be from manufacturers and not distributors.



Ken Glancy

Glancy Quits RCA Presidency; Louis Couttolenc Succeeds

NEW YORK — Kenneth Glancy last week resigned as president of RCA Records, and will return to RCA in Europe where his new responsibilities will be announced shortly. He will be succeeded here by Louis Couttolenc former president and general manager of RCA's Mexico division.

"My three and a half years as president of RCA Records have been most rewarding ones both personally and for the growth of the company," Glancy said in a prepared

statement. "As most people who know me are aware, I have a special fondness for Europe and have been hoping for the opportunity to devote more time to RCA Records' European activities. The music business in Europe still has not approached its potential and the challenge of contributing to its growth is one which I look forward to with great anticipation."

According to RCA Records, more than 50% of its 1976 revenues derived from its 10 foreign affiliates, with such RCA-distributed acts as John Denver (in the UK), Abba (in Australia), and Sweet and Elvis Presley (in West Germany) generating substantial sales.

Domestically, Denver, Presley, Dr. Buzard's Original Savannah Band, David Bowie, Waylon Jennings and Daryl Hall And John Oates all made big inroads in the marketplace in 1976.

The company further reported that earnings in the first quarter of 1977, led again by international operations, nearly doubled over the similar period of 1976.

RCA Corp., parent of RCA Records, does not specifically delineate dollar or percentage performance levels for the records division in any of its financial statements.

Couttolenc joined RCA in 1964 as director of operations in Mexico, and a year later was promoted to president and general manager of that operation. He has also been responsible for Latin American market development. Three years ago, he was given the additional responsibility of managing director of RCA in France, for an interim period.

Prior to joining the label, Couttolenc served as director of operations for Pepsi Cola in Mexico and other parts of Latin America.

He is a California native, educated at UCLA and the University of Mexico.

Glancy became RCA Records president in December, 1973, and presided over the company's record sales and earnings years of 1975 and 1976. Prior to that, he spent three years as head of RCA's UK division, after 17 years with CBS. He joined Columbia Records in 1953 as midwest district manager, later becoming product manager, vice president and general manager of Columbia Record Distributors Inc. and vice president of sales. In 1964, he was appointed vice president of Columbia A&R and finally was named managing director of CBS Records in Great Britain, a post he held for five years prior to joining RCA in 1970.

Pickwick's Minneapolis Warehouse Is Closed Because Of Worker Strike

by Ken Terry & Julian Shapiro

NEW YORK — Employees at Pickwick International's central warehouse in Minneapolis have struck the company over a contract dispute related to wages. Most of the facility's 260 employees, members of Local 638 of the International Brotherhood of Teamsters, have been affected.

Pickwick is currently carrying out a contingency plan to assure a normal flow of goods to its retail, rack jobbing and distributing divisions in the markets serviced by the Minneapolis warehouse. Orders from those markets are being filled by other Pickwick branches, and special arrangements have been made with trucking concerns and airlines to facilitate deliveries.

C. Charles Smith, vice president and chief operating officer of Pickwick, indicated that the company was fully prepared to conduct its business as usual while the strike lasts. "We would like to assure our customers that they're not going to be adversely affected by it (the strike) within the foreseeable future."

Rank-And-File Decision

Until last Wednesday, it looked as if union and management would reach an

agreement on the third three-year contract the warehousemen have bargained for since they were unionized six years ago. However, according to Richard Heck, president of the Teamsters local, the negotiations were broken off after the rank-and-file voted against the terms of the proposed contract.

"Now we're just trying to find out from the people what their hangup was with the settlement," Heck said. "I guess it just comes down to the fact that they thought the wages were too low."

The average wage rate of union members who work in Pickwick's warehouse is currently \$3.54 per hour. This represents a 30% increase over the wage level that prevailed three years ago, before the last contract was negotiated. Asked what the union's present wage goals are, Heck replied, "I don't think there was anything set. We started high, they started low, and we'll take what we can get."

In a related development, the contract of warehousemen at Pickwick's facility in Burlingame, California has also expired. Negotiations for both sides are presently working toward a settlement, and no strike is anticipated.

Retail Price Survey

New York's Retailers Drop Prices Further For Holiday Weekend

NEW YORK — The Memorial Day weekend brought forth further price-cutting in the already volatile New York metropolitan market, led by Korvettes, which continued its all-label \$3.99 sale for the third straight week and promoted up to 25 \$6.98 and \$7.98 list "super specials" for \$2.99 and \$3.88 respectively.

Other all-label sales were featured at Sam Goody (\$3.94), Record World's six Long Island stores (\$3.99) and at Alexander's stores for a low \$3.64. Alexander's also displayed six \$7.98 list LPs for \$2.99,

(continued on page 56)

Newspaper Ad Space Soars With Memorial Day Specials

by Mark Mehler

NEW YORK — Record retailers across the country last week initiated the largest print ad push since last January's Christmas clearances.

Advertising promotions at national retail chains were observed: at Musicland in Atlanta, Boston, Baltimore, Chicago, Kansas City, Los Angeles, Tulsa and Washington, highlighting the latest LPs by Kenny Loggins, Dave Mason and Heart; at Discount Records, which held all-label sales in Boston and St. Louis; and at Kor-

vettes in five markets, featuring variable sale pricing and more traffic building \$2.99 and \$3.88 "super specials" on \$6.98 list and \$7.98 list albums, respectively (see sidebar).

Other national chains advertising heavier last week were Sam Goody stores in New York and Philadelphia; Venture stores in Kansas City and St. Louis; and Radio Shack, which promoted its Realistic-label budget recordings in nine surveyed metropolitan markets.

In other retail price developments this week: Independent Records in Denver opened its second store, its first in the downtown area; and Tape City U.S.A. in New Orleans continued to explore new ways to draw new customers.

New Denver Store

Independent Records opened its second unit last Sunday, a free-standing, 3,000 sq. ft. downtown store with heavy "pedestrian walk-by," according to manager Harlan Heidelmeier.

Heidelmeier noted that while the suburbs are fairly saturated with record stores, including Peaches and Independent mall units, the downtown area is now ripe for expansion.

"We're doing 75% of our business in R&B and jazz at this store," Heidelmeier said. "Our biggest sellers are Maze, Slave, the Brothers Johnson and Ronnie Laws . . ." New product will be sale-priced at \$3.99, with a shelf price of \$4.65-\$4.99.

(continued on page 56)



ABOVE AVERAGE — Atlantic recording group Average White Band headlined the recent Capitol Boogie Showdown at the Capitol Center in Washington, D.C., and raised over \$126,000 for Compared To What? Inc., a Washington, D.C.-based non-profit arts and education organization. Backstage, AWB members were presented with gold albums for their latest album "Person To Person." Pictured backstage are, from left: Hillery Johnson, vice-president and director of special markets for Atlantic; David Mintz, manager of the group; Molly Duncan, group member; Arif Mardin, producer of the album; Hamish Stuart, Steve Farrone, Roger Ball, Onnie McIntyre and Allan Gorrie, members of the group; and Dave Glew, senior vice-president and general manager of Atlantic Records.

Goody Registers Loss Of \$232,872 In First Quarter

MASPETH, N.Y. — Sam Goody, the 27-store chain with outlets primarily in metropolitan New York and Philadelphia, has reported a net loss of \$232,872 for the first quarter of 1977. That compares with a net loss of \$170,858 for the same period last year. Sales, however, rose 11.9%, from \$10.44 million in 1976 to \$11.69 million in the first quarter of the year.

George Levy, president of Goody, noted that the first quarter is traditionally the poorest in the record industry. Goody, particularly, has been depending on the fourth-quarter holiday season to put it into the black.

Surprisingly, however, Levy attributed the net loss more to rising expenses in both its primary markets than to competition from lowballers. He noted that union wages, rent and real estate taxes had all risen substantially over the past year.

(continued on page 56)

DETROIT EMERALDS
FEEL THE NEED

WB 302

DENNIS COFFEY
BACK HOME

WB 300

OHIO PLAYERS
THE BEST OF
THE EARLY YEARS
VOLUME ONE

WB 304

C.J. & CO.
DEVIL'S GUN

FUNKADELIC
THE BEST OF THE EARLY YEARS VOLUME 1

WB 303

WB 301

A special delivery from
Westbound Records
and Tapes.



Distributed by Atlantic Records

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Performance Rights Question Draws 6 Pro/6 Con Comments

by Joanne Ostrow

WASHINGTON, D.C. — The unsolved question of performance royalties, a hot spot in the tedious copyright law revision, drew only a dozen comments by the



Within two years of Ronnie Milsap's first hit record, he was named the Country Music Association's Male Vocalist of the Year in 1974. Although he cites his intentions to fuse many forms of music, country audiences have responded enthusiastically, earning him nine #1 records. In the '50s while simultaneously studying law and music, he became influenced by Jerry Lee Lewis, Chuck Berry, Elvis, and Lefty Frizzell, which caused him to be thrown out of school for playing rock 'n roll instead of classical. He worked clubs in Atlanta and Memphis, recording locally with producer Chips Moman and Warner Brothers. Moving to Nashville in 1973, he teamed with producer Tom Collins and was signed to RCA Records while working at Roger Miller's King of the Road club.

His first record was released with an A & B side, "(All Together Now) Let's Fall Apart" and "I Hate You." D.J.'s in Texas flipped the record and played "I Hate You," to start him with a double-sided hit, followed in succession by "The Girl Who Waits On Tables," "Pure Love," "Please Don't Tell Me How The Story Ends," and "Legend In My Time," to make him almost that. "Too Late to Worry, Too Blue To Cry," "Daydreams About Night Things," "What Goes On When The Sun Goes Down," "I'm A Stand By My Woman Man," and "Let My Love Be Your Pillow," established him as a number 1 country artist, while his records still reflected a '50s piano style. Milsap's reknown is broadening as European audiences become aware of the subtle combination of country and rock 'n roll he's made his trademark.

Copyright Office's deadline last week. Reply comments are due June 15.

One professional musician argued in favor, one consumer opposed the extension of copyright royalties to performance rights; the other comments received (five pro, five con) were from organized groups.

The National Association of Broadcasters opposed the performance right as unconstitutional (since performers aren't authors or investors), because it is an "unnecessary windfall" and — obviously the key point — because it supposedly would jeopardize the economic viability of a substantial number of broadcast stations. NAB estimates the radio industry would pay a total of \$15.2 million.

Under-compensated background singers and musicians would not benefit, NAM argued; only the already popular would gain. Payment of royalties by broadcast stations would be inequitable, NAB said. "Stations should not have to compensate a prosperous and growing record industry that already benefits from the marketing boost that radio stations provide."

Comments submitted by ABC, the North Carolina Association of Broadcasters and on behalf of some 235 individual radio and TV licenses (represented by McKenna, Wilkinson & Kittner, Washington, D.C.) rehashed the comments NAB presented. ABC pointed out that in 1975, more than \$97 million was paid by the broadcasting industry and there is "no justification for enlarging the copyright entitlements in sound recordings beyond the substantial benefits already accorded composers and publishers." NCAB said royalties to composers for the right to broadcast music have constituted as much as 25% of the radio industry's pre-tax profits in the past. The creation of a performance royalty also "would only serve to intensify the payola problem," the NCAB comments argued. (It is assumed that payola would result by adding direct financial returns to the record

(continued on page 56)



BOHANNON FETED — Phonogram, Inc./Mercury Records recently hosted a party at New York's Studio 54 in honor of the release of Hamilton Bohannon's first album for the label, entitled "Phase II." Shown above at the festivities (from left) are: Jules Abramson, senior vice-president of Phonogram/Mercury; Bohannon; Marty Ostrow, executive vice-president of Cash Box; and Charles Fach, executive vice-president and general manager of Phonogram/Mercury.

ABC Hierarchy Is Shifted In Major Company Realignment

LOS ANGELES — ABC Records announced a realignment of the executive structure last week to be effective immediately. Key management changes occurred in creative services, A&R, administration and legal and business affairs departments.

Barry Grieff was appointed vice president of creative and marketing services. He will be responsible for all advertising, merchandising, graphics, publicity and artist relations and development. Grieff comes to ABC from A&M where he was serving as vice president of advertising, merchandising and special projects.

Herb Belkin, formerly VP of creative and marketing services, has been promoted to vice president of operations. His duties include day-to-day supervision of company operations, policies and procedures with direct involvement with the division heads and their respective departments. Belkin has served in similar creative positions with Motown Records and Atlantic Records.

Mark Meyerson was designated as vice president of A&R with responsibilities over the creative functions of the A&R division, including artist acquisition, contracts and

general policy affecting all ABC artists. For the past year, Meyerson served as VP of east coast operations for ABC Records and was the director of A&R for Atlantic Records from 1969 to 1975.

Roy Halee, formerly VP of A&R, was appointed vice president of special projects. This newly-created position will support special A&R and production projects related to the A&R department. Halee's new role will be a more creative position involving artist development and production for selected ABC and subsidiary label artists. Prior to joining ABC Records in 1975, Halee was associated with Columbia Records and worked as engineer and producer for artists such as Simon And Garfunkel, Blood, Sweat And Tears and Laura Nyro.

Don Biederman, formerly vice president of legal affairs, was promoted to vice president of legal affairs and administration. He will serve as chief counsel in all artist acquisitions and contract negotiations, and will supervise the daily legal affairs and policies of ABC Records on both national and international levels. Biederman will

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Goddard Lieberson, ex-CBS President, Dies; Helped Launched 33 1/3 LP, Club & CBS Int'l

NEW YORK — Goddard Lieberson, the president of Columbia Records from 1956 to 1966, died of cancer on May 29 in Manhattan. He was 66 years old.

Lieberson, who was with CBS, Inc. for 38 years, held the titles of director and senior vice president of CBS, Inc., director of Holt, Rinehart and Winston, CBS's book publishing subsidiary, and was the first president of the CBS Records Group.

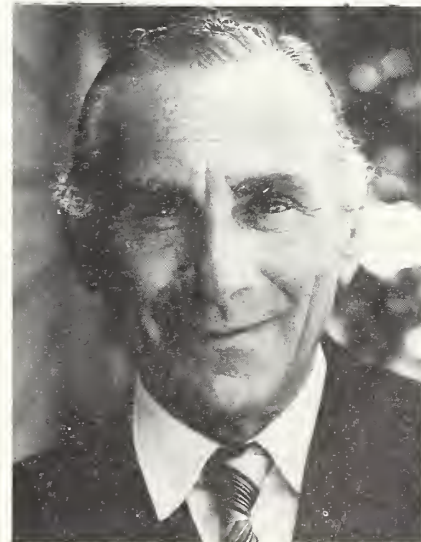
His outstanding accomplishments with the corporation included pioneering marketing techniques for the 33 1/3 long-playing record, launching the Columbia Record Club, initiating the development of CBS Records International, consolidating the CBS Musical Instruments Division, and encouraging CBS to invest in "My Fair Lady" and other Broadway musical comedy cast recordings.

Born in England, Lieberson attended the University of Washington at Seattle, the Eastman School of Music in Rochester, and began his career in 1939, when he joined the Masterworks Department of Columbia Records.

After expanding Columbia's classical roster and catalog as director and vice president of the Masterworks Department, Lieberson was appointed executive vice president of Columbia Records in 1949. That same year, he began to supervise recordings of classical plays, including "Othello" with Paul Robeson and "Hamlet" with Richard Burton.

Two other significant Lieberson projects from this period were the Columbia Literary Series, a presentation of American and English authors reading from their own works, initiated in 1950, and the Columbia Records Modern American Music series, performances recorded under the individual supervision of such composers as Igor Stravinsky and Arnold Schoenberg, begun in 1953.

In 1956, Lieberson was simultaneously appointed president of Columbia Records



and a member of the board of directors of CBS, Inc. As president, Lieberson signed a wide range of artists to CBS, including Barbra Streisand, Bob Dylan, Miles Davis, Leonard Bernstein and Igor Stravinsky. In addition, he substantially broadened Columbia's artist roster in the country and pop fields.

A musician, composer and author himself, Lieberson had a special interest in Broadway musicals. He personally produced seven original cast recordings, including "Sound of Music" and "West Side Story." The latter two were certified gold by the RIAA.

History was another area of interest for Lieberson, and he won seven Grammy awards for documentary and theatre albums, several of which were in the Columbia Records Legacy Collection, a book-and-record package covering crucial periods in American history.

In 1973, Lieberson briefly returned as president of Columbia Records following the dismissal of Clive Davis. He remained a senior vice president of CBS, Inc., but actively retired in May 1975.

William S. Paley, chairman of the board of CBS Inc., commented "Goddard Lieberson's contributions to developing and expanding the public's appreciation of music and the dramatic arts span a wide range of disciplines and interests, and will stand as a living reminder of an extraordinary lifetime of accomplishment."

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Epic Signs Two Artists



EPIC SIGNS PALMIERI — Latin pianist/orchestra leader Eddie Palmieri has signed an exclusive contract with Epic Records. He will record his debut LP on the label in July for release in August. Pictured at the signing are from left: Larry Schnur, assistant to the vice-president of A&R for Epic; Palmieri; Michelle Zarin, Palmieri's manager; and Ron Alexenburg, senior vice president of Epic, Portrait and associated labels.



EPIC SIGNS TREASURE — Epic Records recently signed an exclusive, long-term contract with Treasure, which includes keyboard player Felix Cavaliere, one of the founding members of the Young Rascals. Pictured above at Epic's New York offices are (from left): Larry Schnur, assistant to the vice-president of A&R for Epic; Howard Beldock, an attorney; Vinnie Cusano of Treasure; Cavaliere; Ron Alexenburg, senior vice-president of Epic, Portrait and associated labels; Jack Scarangelo of Treasure; Lou Roman of Treasure Management; Lennie Petze, vice-president of A&R for Epic; and Joe Ontra of Treasure Management

WEA Centralized Return Program Increases Shipping Costs For Accounts On Each Coast

by Dave Fulton

LOS ANGELES — The centralization of the WEA return warehouse in Richmond, Indiana about a year ago has resulted in increased freight costs for many of the nation's rack jobbers, distributors and retailers, according to a **Cash Box** survey.

The consolidated return program was instituted by WEA last April, and at that time Joel Friedman, WEA president, commented that the plan was "designed to further streamline the company's return processing procedures and will enable customers to make returns on a direct basis . . . rather

than to individual WEA warehouses."

A year later, Henry Droz, WEA executive vice president, said, "It's pretty well settled and running and the processing is smooth. It has accomplished its purpose in freeing up our branches to offer better service to our customers, and it consolidated return processing because in the past they were sending tapes back to Ampex and albums to the branches. This way a customer can send back one return. We've had very few problems that I'm aware of and it's working very well."

Regarding the increased freight ex-

ABC Schedules Withdrawal From Six Leased Departments; 6 Are Left

by Mark Mehler

NEW YORK — ABC Record and Tape Sales will terminate their leased departments at six Masters stores later this month. The move will leave the rack jobber with only six remaining leases: in three Valley Fair stores and three Majors stores. All of the ABC-leased departments are in stores located in the metropolitan New York and New Jersey area.

ABC has further indicated that it will eventually cease its remaining lease operations and concentrate more of its efforts and dollars into expansion of its free-standing Wide World of Music retail chain.

Jack Cohen, general manager of ABC's retail division, noted that overall, the leased departments had not fully met ABC expectations. There is presently money in the bank that he added for opening more retail stores this year, and locations in various secondary markets around the country

are being studied for expansion. The two-year-old Wide World chain currently has 10 units, and makes ABC Inc. the only major entertainment conglomerate still in the record retailing business. CBS Inc. currently owns 67 Pacific Stereo stores, but none carry records. The corporation sold its 50 discount record stores to Pickwick International in 1976.

In a related development, negotiations are continuing over the proposed purchase of the three Masters stores located on Long Island, by Modell's Shoppers World. If that merger occurs, the record departments in the three stores would be leased by Bee Gee Merchandisers, Modell's present lessee (**Cash Box**, April 9).

As to the fate of the other three Masters record departments, two in the suburbs and one on Staten Island, sources speculated that either records would be eliminated entirely or the stores would be racked by another rack jobber.

Jukebox Manufacturers Comment On C'right Law

by Joanne Ostrow

WASHINGTON, D.C. — A handful of comments on the technical points of certification and registration of jukeboxes was filed at the Copyright Office to meet the extended May 30 deadline. The due date, originally April 29, was pushed back one month after the Amusement and Music Operators Association and the three U.S. manufacturers of jukeboxes requested a special meeting with the Register of Copyrights, which was denied.

BMI supplied a cut-and-dried outline of the requirements it would propose for the application and certificate for coin-op machines, whereas ASCAP went into some detail. ASCAP stressed certain specifics should be required so that copyright owners will have an easier time "policing operators' compliance" with the license, such as the actual location instead of a P.O. Box, the form of business, name and capacity of the operator and name, address and operator of the establishment where the jukebox is located. "The verification task — which will fall on copyright owners — should not be made more difficult than it need be," ASCAP's letter stated.

Capacity, charges per play, period of license, etc., should be listed, ASCAP suggested, and a single registration from one operator covering more than one jukebox is acceptable, provided separate information is supplied and the fee paid for each one. ASCAP, however, suggested replacement certificates be issued for the same fee as the original (\$8) to guard against misuse (the fear is that duplicates will be affixed to unregistered machines). Performing rights organizations should be notified of improper applications so they can obtain evidence of infringement if

prompt resubmission is not made, the statement added. ASCAP concluded saying regulations should be kept simple so people will register and pay license fees since the \$8 fee is a very low annual license fee.

AMOA And Manufacturers

Rock-Ola Manufacturing Corp., Chicago, Seeburg Products Division, Chicago, and Rowe International Inc., Grand Rapids, Mich., the three remaining jukebox manufacturers in the country, were represented in a joint filing. Their concern is to minimize the paperwork and assure administration of the new law "with minimal disruption to this industry." Of special interest is the physical form of the certificate, which they feel "should be as small and unobtrusive as possible."

Amusement and Music Operators Association (AMOA), the national organization of jukebox operators, similarly stressed simplicity in the proposed forms. AMOA recommended registration-by-locations instead of registration-by-machines. The manufacturers's name, serial number and location of the box are unnecessary items on the application and the same, plus operator's name or address, are not needed on the certificate, AMOA suggested. Copyright Office records should be sufficient simply to identify the machine's operator, and a "minimal cost" is sufficient for replacement certificates, the group said.

Reply comments are due at the Copyright Office by June 15.

Record Shack Chain Opens 4th One-Stop; First In Southwest

NEW YORK — Record Shack, a major national one-stop chain, recently opened its fourth branch in Dallas, Texas. The chain also has branches in New York, Cleveland and Atlanta.

The 15,300-square-foot Dallas branch was opened, according to Bill Collins, the branch's buyer, "because Dallas is the distribution center for the entire southwest, and it's a pretty virgin market. We plan to combine the best distribution methods of the other branches," Collins added, "and be aggressive in the market."

NARM Directors Meet With New Advisory Group

LOS ANGELES — The board of directors of the National Association of Recording Merchandisers (NARM) met last week with its newly-appointed 1977-78 Manufacturers Advisory Committee for an evaluation of the 1977 NARM convention of last March.

The two-day meeting held June 1 and 2 (continued on page 44)



BLAZING BARBIERI — On hand to greet Gato Barbieri after his recent concert at Los Angeles' Santa Monica Civic were A&M's chairman Jerry Moss (l) and vice chairman Herb Alpert (r).

(continued on page 52)

“Music is enough for a lifetime,
but a lifetime is not enough
for music.” -Rachmaninoff



We deeply mourn the passing of
Paul Desmond, legendary musician,
great man, and respected friend.



SO Logs \$3 Mil. Sales In 2 Weeks

LOS ANGELES — RSO Records has achieved a \$3 million gross sales figure for the last two weeks of May, due largely say label officials, to the sale of the new live Bee Gees LP "Here At Last... The Bee Gees... Live."

Label president Al Coury says that while the company is not accustomed to talking in dollar terms the \$3 million figure was disclosed because it represents "a substantial achievement for any record company our size."

RSO officials also attributed the total to sales of two other recently released albums. "Flowing Rivers" by Andy Gibb and "Morning Comes Quickly" by Barbara Dickson.

McKuen Lawsuit Nears Trial Date

NEW YORK — A tentative June 20 trial date has been set on Rod McKuen's \$20 million lawsuit against RCA Records. The case will be tried in Manhattan federal court.

McKuen, who recorded seven LPs while under contract to the label in the mid-1960s, alleges that as part of a "special marketing program," RCA pressed millions of cutout LPs, featuring himself and other RCA artists, and failed to pay the required royalty rate (*Cash Box*, April 16 and 23). McKuen's bid for class-action certification was denied by Federal Judge Edward Weinfeld.

FBI Raids On L.I. Net Over \$5 Million In Tapes, Equipment

NEW YORK — FBI agents raided two locations in Ronkonkoma, Long Island and seized 8-track tapes which were alleged to be illegally duplicated. In addition, 500,000 alleged counterfeit and pirated labels, 900 master tapes and other equipment were also confiscated. Total estimated value of the merchandise is over \$5 million.

The raids were based on information culled from business records which were seized last February in another raid on the House of Sounds in Darby, Pennsylvania. FBI officials said the owner and operator of the two Long Island locations, Ramon Gutierrez, is believed to be a major source of tapes seized in Darby.

Among the labels confiscated in the recent Long Island operations were Rod Stewart's "Atlantic Crossing" and Stevie Wonder's "Greatest Hits" on Tamla.

Atlanta's Retail Record Market Prospers; Booming Economy, Room For Growth Keys

Impact Of Peaches, Oz Felt

by Charles Paikert

NEW YORK — The record retailing business in Atlanta, like the city itself, can be accurately described by three words: young, growing and prosperous.

Beginning in early 1975, when the Peaches chain opened one of its huge "superstores" in Atlanta, retailing in the city, once characterized by a sluggish, dollar-off-list-price approach, has been transformed into a competitive and expanding market. An end to the retail boom, at this point, is nowhere in sight.

One reflection of the market's vigor is its diversified sales patterns which include, but are not dominated by country music. Another indication is the healthy amount of advertising by retailers spread among the city's radio stations, daily weekly papers and, in increasing frequency, TV stations. Still another sign of Atlanta's strong retail performance is the city's important national

position as a closely watched, cross-over market.

Hub Of Southeast

Atlanta's retail growth can be credited in great part to its being the hub of the eco-

Urban Outlook

nomically prosperous southeast, a factor which has attracted a whole generation of young, affluent, family-oriented and mobile consumers to the metropolitan area. Also, Atlanta's burgeoning role as a recording, communications, concert and nightclub center has done much to increase consumer awareness of music and records being offered in the city.

But the key to the current retail upswing is Peaches, located on Peachtree Street in the heart of Atlanta's commercial district. "We believe in merchandising," stated Stan Gleason, manager of Peaches. Using eye-catching in-store posters and displays as well as elaborate promotions, including rock stars leaving their handprints in cement, Peaches did, in fact, present Atlanta with selection and merchandising on a scale that the city has never seen before.

The response was enthusiastic, and going to the spacious Peaches has become a social as well as a shopping event. As Joe Mansfield, vice president of merchandising for Columbia Records, who was then that company's Atlanta branch manager described the effect of Peaches: "The opening of Peaches made the entire city more aware of recorded music, and it stimulated everybody's sales."

Peaches Vs. Oz

Peaches' stronghold on the downtown market was snapped last year, however, with the opening and subsequent success of Oz, a record store with an interior modeled after the "Wizard Of Oz" movie set. Half of Oz' space is rented out to various boutiques, and the entertaining design has made it a local tourist attraction, in addition to a strong record sales competitor in the marketplace.

"Peaches was first in the market, and that's important," reflected Bob Packwood, manager of Oz. "They were different because they were big, so we had to be more than big. Now we're unique, and that's taken a certain impact away from them." Gleason, while conceding Oz's good location between two malls that draws young clientele, dismisses the Oz interior as "a gimmick, a Disneyland type of thing." Packwood, noting Peaches own reputation for interior display, simply responded, "We both try to play up in-store display as much as possible."

Advertising Is The Difference

The major difference between Peaches and Oz is advertising. Oz advertises price and Peaches doesn't. From a shelf price of \$4.80, Oz advertises sales specials at \$3.84 and has sales of \$7.98 list product at \$4.97, from a shelf price of \$5.97. In addition, Oz has a rotating in-store "Wizard's Special" sale price of \$3.69 for one album, available during a pre-determined twenty-minute period. "The low price is definitely part of

(continued on page 17)



ENGELBERT AT PEACHES — Engelbert Humperdinck recently participated in an in-store promotion at Peaches' store in Milwaukee. Pictured (from left) are: Rick Picone, Humperdinck's tour manager; Jim Scully, manager of the Chicago branch of CBS Records; Humperdinck; Lou Mann, regional album promotion man, midwest, for Epic Records; Sharon Nelson, sales representative for Epic; Mike Waggoner, field sales manager, Chicago branch, for Epic; and Robb Heilman, an employee of Peaches.

De-Lite Drops List Price Of Singles From \$1.29 To 98¢ On All Their Labels

by Charles Paikert

NEW YORK — De-Lite Records, an R&B label with an artist roster that includes Kool & The Gang and the Crown Heights Affair, has reduced the suggested list price of 7" 45 rpm singles on the De-Lite, Gang and Vigor labels from \$1.29 to \$.98. The wholesale price of De-Lite singles has similarly been reduced.

Although Bernie Block, sales and marketing director for De-Lite, declined to

reveal the exact wholesale price reduction, he stated it was "in proportion to the retail price decrease." Estimates peg the eventual reduction at about 10 cents lower than the wholesale cost of a \$1.29 list single.

Block termed the \$1.29 list price "out of reach to the people who buy 7" 45 product," and cited nationally weak 45 sales as an incentive for De-Lite's decision to reduce prices.

Accounts Are Skeptical

One-stops and retailers dealing heavily in R&B product expressed skepticism that De-Lite's new policy would have an immediate effect on the market, or that the move would be followed by other manufacturers.

"I doubt very much it's a sign of things to come," said Julius Reminick, manager of Town Hall, a one-stop in New York. "It's unlikely dealers will put a special price on De-Lite 45s," Reminick continued, "although they might push it a little harder because they'll make more profit on it."

Two retailers, Lee Canady, manager of Monroe Music in Detroit, and George Gillespie, owner of the Soul Shack chain in Washington, D.C., confirmed Reminick's speculation. "I plan to leave De-Lite at the same price," Canady stated, "although I might run some specials on it as a promotion."

Gillespie similarly stated that he wouldn't run a special price on De-Lite 45s. "It would be very difficult to handle technically at the cash register," he commented. "That's the unfortunate part. De-Lite at this point is very brave, and deserves encouragement, but I think most dealers, from purely technical reasons, can't single De-Lite product out and lower the price on that par-

(continued on page 17)



NEKTAR NEWS — Nektar signed a long-term contract recently with Polydor Incorporated during a ceremony at the label's New York headquarters. The group is scheduled to release their first Polydor album in the summer. Pictured at the ceremony are, from left, top row: Bill Levy, creative services director for Polydor; Mo Moore, member of the group; Lou Simon, executive vice president and general manager of Polydor; Ron Howden and Taff Freeman, members of the group; and Rick Stevens, east coast A&R director of Polydor. Pictured middle row from left: Ken Sander, Nektar's manager; and Mik Brockett, lighting technician for Nektar. Bottom row from left: Len Epan, acting publicity director of Polydor; (left) Baxter, national promotion director/secondary markets for Polydor; and Jerry Jaffe, national album promotion director for Polydor.

Edwards Loses Post At Impulse

LOS ANGELES — Esmond Edwards, general manager of Impulse Records for two years, is no longer with the jazz label. His contract with ABC Records, Impulse's distributing company, was not renewed.

Herb Belkin, vice president of operations for ABC, explained: "In the reorganization of the company, and in the restructuring of our priorities, our immediate goals, in terms of getting the company rolling on a sound and positive basis, were inconsistent with what his (Edwards') inclinations and desires were at Impulse. We had a philosophical falling out."

As to the future of jazz at Impulse, Belkin commented, "Impulse means a lot to us, both here and internationally. We're dealing with both short and long-term goals, and on the short-term we will probably be putting out fewer records but on the highest level of quality." Details will be closely examined in the weeks to come, Belkin stated. No successor to Edwards has been named yet.

RECORD-BREAKING



STAR WARS

ORIGINAL SOUNDTRACK FROM THE 20TH CENTURY-FOX MOTION PICTURE
COMPOSED AND CONDUCTED BY JOHN WILLIAMS
PERFORMED BY THE LONDON SYMPHONY ORCHESTRA
PRODUCED BY GEORGE LUCAS



A DIVISION OF
20th CENTURY-FOX FILM
CORPORATION

2T-541

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Sweet City Schedules Southern Expansion One Year After Label's Birth In Cleveland

by Phil DiMauro

NEW YORK — So far, 1977 has witnessed two important decisions affecting the future of Sweet City Records. A recent renegotiation of the Cleveland label's distribution agreement with Epic Records means that the company is now totally financed by CBS. Furthermore, Sweet City's president Carl Maduri has made plans for the establishment of a southern office for the label, probably in Atlanta.

As a result of the financial commitment by CBS, Maduri noted that he would now be able to move "one step higher, finding acts with a record that are coming off other labels." Sweet City, a company that has found success with relatively new acts such as Wild Cherry and Q, has two other artists on its roster, Samona Cooke and Blaze. All four are from the Cleveland/Pittsburgh area, and none had recorded for a major label before signing with Sweet City.

Sweet City was founded last year as a direct result of Belkin Productions' successes in the concert promotion and management fields. The huge midwest concert promotion firm, run by Jules Belkin

and co-owned by Mike Belkin and Maduri, is now putting on at least 250 concerts a year, with 26 shows already booked for the month of June in an area encompassing Cleveland, Akron, Detroit and Chicago.

"Record companies haven't really been in tune with the concert business until recently," stated Maduri, "and I never could understand why the functions — record company, management and concert promotion — were always so separate. They should all be working as one."

However, for Maduri, Belkin Productions has a greater significance. The management operation gave him the impetus to form Sweet City Records. Belkin had been receiving tapes from aspiring artists from its inception, and the prospect of taking tapes to record companies for label deals, as the company had done with Maureen McGovern (20th Century), Joe Vitale (Atlantic) and Rainbow King (Capitol) had become something of an inconvenience. The management company had the contacts to put its own acts on the road, so he began approaching record companies for distribution of a new label. After two years

of proposals and refusals, Epic Records decided to do business with Sweet City Records.

In the future, Sweet City will diversify its artist roster into the FM area, maintaining a firm commitment to street level promotion, according to Maduri. His attitude is the same when it comes to the planned southern office. "I'm very interested in the south. I think that although the area has given us tremendous acts through the years, it's still underrated," he exclaimed. "It's also great promotion ground."

E/A Hosts Luncheon For Black Accounts To Strengthen Contact

CHICAGO — As part of WEA's new black music marketing program designed to strengthen contacts between the branches and black retailers and one-stops, Elektra/Asylum Records hosted a special promotion luncheon at Southside Bar for Booker T And The MGs and about 40 local dealers. The event was held on May 4.

The one-stops and retailers received free LPs, singles, pictures and posters, while Booker T And The MGs mingled

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Backstage At Santa Monica Civic



BLONDIE CHAPLIN IN SANTA MONICA — After his appearance at the Santa Monica Civic, Elektra/Asylum artist Blondie Chaplin was congratulated backstage by a number of label executives. Shown in the front row (l-r) are: Jerry Sharell, E/A vice president of artist development; Fred DeMann, E/A national promotion director; Burt Stein, E/A national album promotion; Chaplin and Joe Smith, E/A chairman. Pictured in the back row (l-r) are: Scott Burns, E/A national college promotion; Ken Buttice, E/A vice president of national promotion; George Steele, E/A vice president of national marketing; Steve Wax, E/A president and Lou Galliani, E/A regional promotion/western region.

Capitol Set To Push Open Bin Sales With A New Tape Packaging Format

HOLLYWOOD — In an effort to boost tape sales, Capitol Records has selected 14 titles to test the introduction of "Touch Me Tape," a factory blisterpak packaging which is designed for both open bin and wall displays. Cassette and 8-track configurations are available for the titles, which will ship June 6, arriving in stores by June 15.

The 6" by 12" tape packaging format, which is half the width of an LP, was introduced to encourage retailers to provide more visibility for tapes. The tape packages, placed side by side, fit into existing record bins, and contain the same graphics and "album liner" notes as the LP counterparts.

Although the packaging cost of between 13¢ and 14¢ per tape is more than in existing formats, Jim Mazza, Capitol vice president in charge of marketing, thinks increased sales will justify the additional expense. Mazza predicted that a growing supermarket trade could escalate tape sales tremendously. "Now that an impulse

item can be merchandised near checkout stands," stated Mazza, "point of purchase sales should increase dramatically where markets use this format."

In addition to being compatible with existing record fixtures and wall-display hooks, the Capitol system has tear-off corners that list inventory control numbers, for use by some rack jobbers and retail chains.

Because of the thick cardboard used in the backing, Mazza thinks tape theft of the new format will be more difficult.

Releases in the "Touch Me Tape" packages include "Night Moves" by Bob Seger; "Ear Candy" and "Greatest Hits" by Helen Reddy; "Unpredictable" by Natalie Cole; "Off The Record" by Sweet; "Dark Side Of The Moon" by Pink Floyd; "Abbey Road" and "The Beatles At The Hollywood Bowl" by The Beatles; "Book Of Dreams" and "Fly Like An Eagle" by Steve Miller; "Band On the Run" by Wings; "Love Storm" by Tavares; "Endless Summer" by the Beach Boys; and "Southern Nights" by Glen Campbell.

Gospel Music Merchandiser Schedules Retailer Promotion

Innovative Program To Bow In Fall

by Ken Terry

NEW YORK — Word Inc., a prominent merchandiser of recorded gospel music, will begin testing a new marketing concept this fall. Designed to provide increased exposure for Word artists and to convince skeptical dealers that gospel records sell, the campaign will utilize specialty retailer tags in television and radio ads for sampler record and tape packages.

Word's emphasis on specialty record retailers is a departure from usual practice in the TV package field. The chief market for non-mail order TV packages consists of mass merchandisers such as Sears, J.C. Penney, Kmart and Woolworth, as well as drug store chains. Other firms occasionally run TV promotions with specialty retailers, but until now Word has not used this approach at all.

A subsidiary of ABC Inc., Word was the only arm of the corporation's recorded music operations which showed a profit in 1976, according to Elton Rule, president of ABC Inc., in his recent report to the com-

pany's stockholders. Last year, the manufacturing, distributing, rack jobbing and retailing operations of ABC's recorded music division posted an aggregate deficit of \$7.4 million.

Seeking Dealer Support

According to Stan Moser, vice president of marketing for Word, the firm will be retailing each of several specially designed packages through eight-to-ten selected dealers in various markets around the country. These albums will feature such gospel artists as Tennessee Ernie Ford, Tom Netherton, Roy & Dale, B.J. Thomas, Norma Zimmer, Burl Ives and Johnny Mann.

"We feel that by doing this, we'll generate a lot of new customers for these stores," commented Moser. "It also creates a very good impact on the retailers that we're willing to go in and spend the money to put people into their stores."

Moser didn't expect the promotion to generate as much volume as one keyed to mass merchandisers and drug store

(continued on page 46)



HEAD EAST HEADS WEST — A&M recording group Head East was in California recently to perform at the Santa Monica Civic Auditorium. On hand for a party with the band after the show (top row l-r) are: Dan Birney, band member; Lee Cadorette, A&M publicist, and John Schlitt, band member. Pictured in the front row (l-r) are: Jordan Harris, A&M product manager; Dorene Lauer, A&M's west coast publicity director; Gil Friesen, president of A&M Records; Mike Somerville, band member; Jan Basham, A&M promotion; Roger Boyd, band member and David Dashev, A&M's national director of artist development.



DIMEOLA AT SANTA MONICA CIVIC — Columbia recording artist Al DiMeola included material from his new LP "Elegant Gypsy" in his recent performance at the Santa Monica Civic Auditorium. Pictured backstage after the show (l-r) are: Ron Oberman, director of west coast merchandising for Columbia Records; DiMeola; Arma Andon, vice president of artist development for Columbia Records and Frank Shargo, director of artist development for Columbia Records.



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THAT'S THE WAY (I like it)

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Label Release Announcements

Norton Buffalo Album Heads Capitol Roster

LOS ANGELES — Norton Buffalo's debut LP, "Lovin' In The Valley Of The Moon," tops the list of seven new releases coming from Capitol Records June 13.

Buffalo, who is best known for his harmonica playing on stage and on record with Commander Cody and Steve Miller, is now recording with his own band, The Stampede.

Also due from Capitol is Jessi Colter's fourth LP for the label, titled "Mirriam."

Other releases include: Joe Harnell's "Harnell"; Keyboardist Bobby Lyle's "The Genie"; "Fork It Over" from The Section; Tiger's "Goin' Down Laughing" and "I've Never Been To Me" from Nancy Wilson.

UA Plans TV Spots To Promote Summer LP

LOS ANGELES — United Artists Records has made plans to promote its new double-LP collection of surf and summer songs, titled "Golden Summer," with over a hundred television spots in Los Angeles and Milwaukee.

The TV ads, which will be aired for 10 to 12 days in both markets, will be supported on the retail level by a number of displays, posters and other in-store aids.

Trooper LP Due On MCA

LOS ANGELES — MCA Records' releases for early June will include Trooper's third LP for the label, "Knock 'Em Dead Kid," Dan McCorison's self-titled debut LP and a soundtrack album from the motion picture "Rollercoaster."

Vanguard To Release Nine LPs In Summer

NEW YORK — "What Makes A Man A Man?," the debut LP by singer/actor/comedian Larry Paulette dealing with the issue of homosexuality, heads a list of nine Vanguard Records releases slated for this summer.

In addition, four jazz releases are scheduled to bow shortly. They are: "Transformations," a debut album by Bunky Green; Roland Prince's second Vanguard album, "Free Spirit," "Summit Meeting," featuring Green, Prince, Clark Terry, James Moody and Elvin Jones; and "The Essential Buck Clayton," a 2-LP set of the trumpeter's 1950s recordings, round out the jazz releases.

The classical division will offer "The Instruments Of The Middle Ages And Renaissance," "Maurice Abravanel conducting "Brahms: The Four Symphonies"; and "Beethoven: Settings Of Irish, Scottish and Welsh Folksongs," by the Accademia Monteverdiana.

The final entry is the latest in Vanguard's Historical Anthology of Music series, "Bach: Six Sonatas and Partitas For Violin Alone" by Joseph Szigeti.

London Set To Issue Three Collectors LPs

NEW YORK — London Records will release a second group of three albums in its Collector Series during the summer. They are: David Bowie's "Starting Point"; Genesis' "In The Beginning"; and "Greatest Hits: 10 Years After," all containing those artists' early songs.

London plans more Collector Series releases this fall.

New Dixie Dregs LP Out

Macon, GA. — Two LPs released by Capricorn Records May 27 included "Free Fall" by the Dixie Dregs and "Fringe Benefit" by the group of the same name.

Chi-Lites Due In June From Phonogram Mercury

CHICAGO — A new LP from the Chi-Lites, "The Fantastic Chi-Lites," tops the list of nine new releases due in June on Phonogram, Inc./Mercury Records.

Also scheduled for release are: "Faces" from Gabor Szabo; "Clover" by the group of the same name; "The Demons," a debut album from the New York-based rock band of the same name and "Catwalk" by noted jazz percussionist Chico Hamilton.

Rounding out the release roster will be: "Sing Me A Rainbow" by Stewart Harris; "The John Payne/Louis Levin Band" by the progressive jazz group from the Boston area; "Red White & Blue (grass) & Co." from the Nashville-based progressive country/pop band of the same name and "Jacky Ward" the debut album by the country singer of the same name.

London Sends A 45 RPM Oldie Kit To Radio Stations

LOS ANGELES — London Records has sent a package of 25 oldies culled from the label's catalog to 507 AM stations across the country.

The oldies package was the label's answer to complaints from radio stations that it was becoming increasingly difficult to replace worn out copies of the old singles.

Included in the package are eight titles from The Rolling Stones and tunes by The Moody Blues, Al Green, Tom Jones, Engelbert Humperdinck, The Zombies and others.

Also included are current single releases from ZZ Top and John Miles.

ELO Single Goes Green

LOS ANGELES — United Artists Records will press 125,000 copies of the new Electric Light Orchestra single, "Telephone Line," on green vinyl in conjunction with the label's ELO June catalog program.

ABC Signs The Nights And The Younghearts

LOS ANGELES — ABC Records recently signed two new bands, The Nights and The Younghearts, and will release debut LPs by the groups in June.

The Nights are a seven-piece New Jersey group whose first album will be titled "The Nights." The LP will feature songs by associate producer Walter Johnson, who has written for Marilyn McCoo and Bill Davis Jr.

The Younghearts' album, which was produced by George Tobin, will be called "All About Love."

Cream Sets Release Of LPs On Hi Label

NEW YORK — Cream Records' scheduled June releases feature two albums on the Hi Records label: "Into Something (Can't Shake Loose)" by O.V. Wright and "If This Is Heaven" by Ann Peebles. The albums are the first to be released since Cream Records acquired the Hi label.

"Come Softly" by Brenton Wood will also be released in June, on the Cream label.

Record Label Debuts

NEW YORK — Roundtable Records, a new label formed by Carl Edelson, has released its first single, by the Harte Brothers. Edelson, formerly with Apollo Records, is currently setting up distributorships for the new label.

EXECUTIVES ON THE MOVE



Cossie



Ross



Colberg



Johnson

Cossie Promoted At Buddah — Tom Cossie, Buddah Records' vice president for promotion, has been appointed vice president for promotion and sales. He joined Buddah in October 1975 as vice president, director of pop promotion after working at RCA for six years, where he became vice president of promotion in 1974.

Ross Appointed At RCA — The appointment of Kelli G. Ross as vice president and general manager, Sunbury/Dunbar Music Publishing Co., RCA Records, has been announced. Ross' promotion and new title follow her appointment earlier this year as director of music publishing at RCA Records. She joined RCA as manager of international publishing in August 1975.

Colberg Appointed At Columbia — Columbia Records has announced the appointment of Don Colberg as director of national promotion. He joined the CBS Records family in 1970 as the Epic local promotion manager in Philadelphia. In 1971 he became the Columbia local promotion manager in Philadelphia, and in December 1976 he was promoted to regional promotion marketing manager, northeast, Columbia Records, a position he held until the present move.

Johnson Named At RCA — Walter Johnson has been named manager of product merchandising for RCA Records. He joined RCA from Phonodisc, where for a year he functioned as a sales representative in the Long Island territory. Prior to that he worked for Capitol Records as assistant to the district sales manager.



Walz



Portnow



Meis



Jensen

Walz Promoted At Buddah — Chuck Walz has been named national marketing and sales manager of Buddah Records. Prior to his new appointment he served as national sales manager of Buddah Records for six months. He joined Buddah as an eastern regional salesman in April 1975.

Portnow Promoted — Neil Portnow has been promoted to the position of executive producer of popular artists and repertoire for RCA Records. He was appointed A&R producer at RCA in October 1976, and before joining RCA he was manager of talent acquisition and development for Screen Gems/EMI Music.

Meis To RCA — Allen Meis has been appointed manager of midwest regional promotion for RCA Records, based in Cincinnati. Before joining RCA he was with United Artists Records as their regional promotion manager.

Blevins Exits Island — Brian Blevins, for the past 4½ years head of public relations at Island Records world HQ in London, is to leave the company effective June 1. He is moving to Hawaii, where he will be involved in a variety of freelance public relations and writing assignments in addition to acting as a Pacific-Orient administrator for selected music industry firms.

Jensen Named At Columbia — Columbia Records has announced the appointment of Michael Jensen as tour publicist for the label. Prior to joining Columbia Records press department, Jensen was music editor for the Pasadena Star News. He was previously an independent publicist and stringer for the Associated Press.

Shelter Appoints Cy — Joe Cy has been appointed national marketing manager of Shelter Records and will also operate as production assistant. Previously he worked in a similar capacity for Shelter in the area of local marketing. Prior to joining the Los Angeles office, where he is presently based, Cy operated as an in-house producer out of Shelter's Tulsa studio.



Cy



Kern



Brown



Berlin

Kern Upped At Ivy Hill — Ivy Hill Communications has announced the appointment of Arthur Kern to the post of vice president of sales. He has been with Ivy Hill for the past five years as an account executive in Los Angeles.

Brown Named At Columbia — Columbia Records has announced the promotion of Paula Brown to staff assistant of artist development. She joined CBS in 1972 in the product management department, and was most recently administrative assistant, CRU executive department.

Berlin Named At Rogers & Cowan — Kathie Berlin has been named vice president and head of the Rogers & Cowan, Inc. New York entertainment division. Prior to joining Rogers & Cowan in 1973 as an account executive, she held major publicity positions with MGM and United Artists.

Gatewood Promoted At Talent — Linda Gatewood has been appointed head of the music division for Talent Payment Inc. Gatewood, who has been with TPI for six years, will work in all areas of the music industry where TPI can handle the payroll for recording sessions, motion picture and television themes, scores and title tunes and any musical activity in the recording of commercials.

Balk Heads Rogo — Robert Goulet announced that Harry Balk, formerly head of Motown's

(continued on page 52)

*Over the years
she's meant
different things
to different people.
But the one thing
she's always been—
simply and
superlatively—
is herself.*

Joan Baez.

*A classic voice
takes on new and
lovely dimensions.*

Her new album

“Blowin’ Away”

PR 34697

*on Portrait™
Records and
Tapes*

Produced by David Kerghenbaum for JCB Productions.
Direction: Bernie Gelb

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JOAN BAEZ

PR 34697



JOAN BAEZ

BLOWIN' AWAY



PORTRAIT STEREO



Fly Girl

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The Washington Post

The Weather

Today—Sunny, high in low to mid 70s, low near 20. Chance of precipitation near zero today, 10 percent tonight. Monday—Rain or snow, high in 30s. Yesterday's temperature range 29-15. Details on Page B2.

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Vol. 125 No. 100.77
(Sunday)

ST. LOUIS POST-DISPATCH St. Louis Globe-Democrat

THE CINCINNATI ENQUIRER

The Sunday News

THE HOME NEWSPAPER

The Atlanta Journal

ATLANTA CONSTITUTION

Chicago Tribune

The Times-Picayune

NEW ORLEANS, SUNDAY MORNING JANUARY 2, 1977

SAS CITY STAR

DENVER POST

The Voice of the Rocky Mountain Empire

Houston Chronicle

Houston's Family Newspaper

BALTIMORE SUN

BALTIMORE, SUNDAY, JANUARY 2, 1977

The Pittsburgh Press

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San Diego Union

Sunday San Diego Union.

Seattle Times

The Sunday Seattle Times.

THE TAMPA TRIBUNE The Tampa Times

No ads in the Sunday Tampa Tribune.

The Dallas Morning News

At L.P. Goodbuy, all-label sale for \$3.49, and Brick's debut LP for \$2.99. (Sunday Dallas Times Herald).

Peaches, Oz Openings Highlight Atlanta Mkt.

(continued from page 12)

our strategy, and we try to advertise as much as possible," commented Packwood.

Peaches doesn't feel the same way. Their advertising is primarily on the radio and concentrates on maintaining the store's image, visibility and current stock of new product. Moreover, local concerts, in-store appearances and promotions are strongly emphasized in Peaches' marketing approach. When shoppers do come in the store, they find a sale price on selected albums for \$3.98, from a shelf price of \$4.98, and a sale price of \$4.99 on \$7.98 product, from a shelf price of \$5.96.

Pricing Competitive, Not Low Ball

While pricing in the Atlanta market is competitive, the situation has not reached weekly low-balling proportions. Oz advertises its lowest price at \$3.84, while Franklin Music, Record Bar and Musicland, Atlanta's three leading suburban mall retailers, all advertise a sales price of \$3.99.

"A price war hasn't broken out here," remarked Carl Groover, manager of the three-unit chain's Perimeter mall stores, "because the market is still so broad that we can hold the price at a fairly even level."

Franklin, which has a shelf price of \$5.49 on \$6.98 list releases and a sale price of \$4.99 on \$7.98 product that sells regularly at \$6.69, is the strongest suburban retailer, primarily because of its prime mall locations. According to Lamar Blaylock, manager of Record Bar's North Lake Mall store, "Franklin is definitely my direct competition."

It's no coincidence, because both chains have three mall locations that advertise heavily and often square off against each other. Their prices are also close; Record Bar offers a \$5.99 shelf price, and a \$4.99 sale price on \$7.98 product, down from a shelf price of \$6.49.

Not so close behind Franklin Music and Record Bar in the suburban Atlanta retail sales race is Musicland, which has two mall locations in the market. Mike LeFrois,

manager of Musicland's Decatur store, admits "Franklin and Record Bar draw a lot of our business."

The Atlanta Musicland stores adhere to the dollar-off-list price policy followed by the chain's 210 other units, and will advertise a \$7.98 list price special at \$4.66. However, Musicland's Atlanta advertising is not equal to its competitors, a fact that, according to LeFrois, "bothers sales a little bit."

Gary Bankston, branch manager for the Handleman Company in Atlanta, whose largest rack account in the market is K mart (with 17 outlets), is also bothered; only it isn't about sales or advertising. In fact, according to Bankston, K mart "tries to be competitive with all the area's major retailers." From an advertising perspective, Bankston asserts, "K mart is one of the most aggressive advertisers in the market." Bankston's claim is borne out by K mart's high frequency of print ads, monitored weekly by **Cash Box**. K mart ads, which usually appear in the mass circulation daily papers, the Journal and Constitution, offer one of the market's lowest sale prices, \$3.86, from a shelf price of \$4.47 and \$4.96 for \$7.98 list product, from a shelf price of \$5.97.

What bothers Bankston is the assertion that K mart is not a competitive factor.

Distribution Co. Opens In St. Louis

NEW YORK — Skip's Record Distributor, a new distribution company covering Missouri, Kansas and southern Illinois, has opened offices at 1921 Washington Blvd., St. Louis, Missouri. Skip's is owned by Skip Gorman, who is also offering record labels an independent promotion service in the area. The telephone numbers for Skip's are (314) 231-2085 and (314) 868-0060. Gorman was formerly with Roberts Records.

Detractors claim "that they're there, and they're going to get a piece of the pie, but it's going to be a small piece."

A good deal of the traffic that goes through K mart stores daily, especially those located away from Atlanta's urban center, is made up of country and western music listeners. Subsequently, K mart is the largest sales outlet for country and western product in the market. Whereas Peaches, Oz or Franklin Music will display the latest rock releases, K mart, according to Bankston, "will put a Waylon Jennings, Dolly Parton or Conway Twitty up front to attract the housewife or family trade."

Surprisingly, though, the Atlanta market, aside from its rural fringes, is not a particularly strong country market, despite its southern location. None of the retailers surveyed by **Cash Box** reported significant country sales. Rather, they noted the market's increasingly cosmopolitan nature, as evidenced by a diverse sales mix.

Cross-Over Reputation

Indeed, Atlanta has acquired a national reputation for breaking cross-over records. "A lot of other markets nationally look to Atlanta, especially on the black cross-over record," commented Mansfield. "Historically, they're always one of the first regions in the country to spread a record in just about every case for a black product."

Hillary Johnson, vice president of special markets for Atlantic Records, shared Mansfield's assessment, adding, "Atlanta is a strong cross-over market, and is especially important for us to gauge the national potential of a possible cross-over record." One reason for Atlanta's cross-over sales, believes Renny Rocer, national sales and promotion coordinator for Casablanca Records, is the city's "aggressive promotion and radio air play, on a week-to-week, grass-roots level."

Atlanta is also identified nationally as a leader in using TV advertising to sell records. Columbia Records in particular

(continued on page 47)



STARR AT THE STARWOOD — 20th Century recording artist Edwin Starr performed recently at the Starwood in Los Angeles. Starr recently released his debut LP for 20th Century and a 12-inch disco single titled "I Just Wanna Do My Thing." Pictured backstage at the Starwood (l-r) are: Harvey Cooper, senior vice president of A&R for 20th Century; Starr and Jack Hakim, vice president of promotion and artist relations for 20th Century Records.

Heart Gathers In Gold

NEW YORK — "Little Queen," Heart's debut album on Portrait, has been certified gold by the RIAA.

Delite Drops Singles Price

(continued from page 12)

ticular 45."

However, it appears that retailers themselves may not have a price reduction to pass along to the consumer. Several one-stops also have indicated they would not create a separate price for De-Lite records. They plan to charge dealers the same price as before.

Norman Cooper, owner of Norman Cooper One-Stop in Philadelphia, stated, "You can't change it. You can't run a special on one label." Wilma Nealy, 45 buyer for City One-Stop in Los Angeles, said that City "will sell all the 45s for the same price." She added that she didn't believe other manufacturers would follow suit.

Block acknowledged that the price reduction isn't going to be a total success unless some other manufacturers pick up on it. "But," he added, "we've got to test it."

The first De-Lite single to be released under the new price structure will be "Do It The French Way" by the Crown Heights Affair, scheduled for release the first week of June. Kool & The Gang are also scheduled to release a single in late June, Block said.

LOOKING AHEAD

- 101 BODY VIBES**
(Play For Music/Unichappell — BMI)
OHIO PLAYERS (Mercury 73913)
- 102 HATS OFF TO MAMA**
(Wynn's World — BMI)
PHILIPPE WYNN (Cotillion/Atlantic 44217)
- 103 SHAKE A LEG**
(Black Spec — BMI)
SEA LEVEL (Capricorn/WB CPS0272)
- 104 THIS WILL BE A NIGHT TO REMEMBER**
(Lucky Three/Burma East — BMI)
EDDIE HOLMAN (Salsoul 2026)
- 105 LIGHT OF A CLEAR BLUE MORNING**
(Velvet Apple — BMI)
DOLLY PARTON (RCA PB 10935)
- 106 SMOKE FROM A DISTANT FIRE**
(Salmon/Mulhan/Unichappell/Turkey Tunes — BMI)
The Sanford-Townsend Band (Warner Bros. WB 8370)
- 107 PICKING UP THE PIECES OF MY LIFE**
(Song Painter — BMI)
MAC DAVIS (Columbia 3-10535)
- 108 THE DOODLE SONG**
(Chrysalis — ASCAP)
FRANKIE MILLER (Chrysalis 2145)
- 109 CAN I STAY**
(Planetary/Karolann — ASCAP)
ANDY ADAMS AND THE EGG CREAM (Freemid 8012)
- 110 FREDDIE**
(Stone Diamond — BMI)
CHARLENE (Prodigal/Motown 633)



STATESIDE WITH KIKI DEE — Rocket recording artist Kiki Dee on her first American promotion tour visited radio stations in New York, Boston, Philadelphia, San Francisco and Los Angeles. The tour was in support of her latest LP, "Kiki Dee," and the single, "Chicago." Pictured (top row, from left) are: Carl (Scoop) Goldman, public affairs director for K100 in Los Angeles; Kiki and Jim Carson, K100 disc jockey; Sandy Fagin, disc jockey at WBAB in New



York: Kiki; Bernie Bernard, WBAB music director; and Barry Goodman, director of promotion for MCA in New York. (Bottom row): Lisa Carlin, disc jockey at WCOZ in Boston; Bev Mire, WCOZ music director; and Kiki; Denny Somach, music director for WYSP in Philadelphia, Lenny Kanofsky, MCA Philadelphia promotion; Kiki; and Sonny Fox, WYSP program director.

ALBUM REVIEWS

THE BEST OF THE EARLY YEARS—VOLUME ONE — 2M SP 4704 — **Producer: Herb James & Billy Pittman** — **List: 6.98**
 Peter's last album like Peter's last is held up as a greater expectations for the followup. And certainly not rested on his laurels, his confidence and clout to this LP is a richly textured, smoothly flowing with greater vocal emphasis, more abundantly evident harmonies and a self-assured delivery that should garner tons of airplay on pop/rock lists.

LIFESTYLE (LIVING & LOVING) — John Klemmer — ABC AB-1007 — **Producer: Stephen Goldman & John Klemmer** — **List: 6.98**

Sensual saxophonist John Klemmer communicates volumes with his sultry horn, and extending an aural feeling he's been comfortable with through two LPs, creates a gently enveloping aura of rich and melodic sound. Whether sassy or smooth, John's mellow approach, sweetened by tasteful arrangements and occasional strings, weave a delightful tapestry that creates visual pictures behind closed eyes and attentive ears. For varied playlists.

DIAMANTINA COCKTAIL — Little River Band — Capitol SW 11645 — **Producer: Little River Band** — **List: 6.98**

You might not easily be able to order the exotic drink for which this album is named at your local bar since emu eggs are in such short supply on these shores, but the tasty tracks herein should satiate your appetite for music featuring lovely harmonies and a softer sound. Though the singers in this Aussie band justifiably deserve the spotlight aimed their way, the instrumental setting creates the perfect backdrop for the self-written selections on this second LP from the boys down under. For AOR and top 40.

MAGIC JOURNEY — The Salsoul Orchestra — Salsoul SZS 5515 — **Producer: Vincent Montana Jr.** — **List: 6.98**

With enough musicians to field several football teams, the Salsoul Orchestra has the power in reserve to create virtually any musical mood they care to. Which is exactly what they do on this fourth album, which goes from symphonic to funky as smoothly as an end-around play. The eclectic variety of this sparkling LP should make it appealing to a wide range of programmers.

IT IS SO BEAUTIFUL TO BE — William Salter — Marlin/TK 2205 — **Producers: Ralph McDonald, William Salter & William Eaton** — **List: 6.98**

Though it's an odd comparison, William Salter's style and sound is somewhere between Sammy Davis Jr., Pat Boone and Mel Torme. Of course, there's a lot more going on in Salter's softly-crooning style, not to mention the talent that pervades his backing musicians, who include Ralph McDonald, Steve Gadd, Eric Gale and Bob James. The smoothly-flowing feeling of the music should ensure wide airplay on R&B, MOR and varied playlists.

SERGIO MENDES AND THE NEW BRAZIL 77 — Elektra 7E-1102 — **Producer: Sergio Mendes** — **List: 6.98**

Whatever personnel seem to contribute to the chemistry, Dr. Mendes always comes up with original elixirs that, if taken regularly, put pink back into the cheeks and spring back into the step. The prescription is fresh as always, with clever time capsules tagged with different moods. Need a lift? Take several of these tracks aurally and prepare to enjoy. The doctor is in. For varied playlists.

GREG KIHN AGAIN — Greg Kihn — Beserkley PZ 34779 — **Producers: Matthew King Kaufman & Glen Kolotkin** — **List: 6.98**

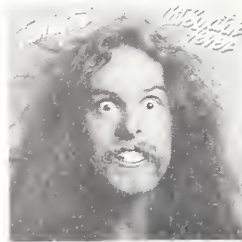
In an age of new-wave decadence, the fresh appeal of this fun-loving, clean-looking quartet is like a cool and welcome breeze on a sultry day. Greg's compositions make up the majority of their repertoire here and it's a nice mixture of precise and palatable guitar work and easygoing vocal deliveries that is as comforting as summer shade. Enough distinctive and varied material for a wide range of formats.

RHYTHM MACHINE — Fania All-Stars — Columbia PC 34711 — **Producer: Jay Chattaway** — **List: 6.98**

This spicy Latin treat is like much of Latin cuisine — the secret's in the sauce. But no indigestion here, mi amigo, but you just may notice the reawakening of rhythmic vibrations in the lower extremities. With some nice solo surprises and a pervading percussive attitude, this album should find a spot on a number of varied playlists. Disfrute!

THE BEST OF THE EARLY YEARS—VOLUME ONE — Ohio Players — Westbound/Atlantic WB 304 — **Producers: Ohio Players, Herb James & Billy Pittman** — **List: 6.98**

For a tantalizing peek under the veil of success that now arrays the Ohio Players, check out this retrospective look at the days just before prosperity set in. There's some real funky jammin' on and one whole side is devoted to leisurely jamming the bluesy and brassy tracks and another given to funkiness, spunk and joy. Whichever way you want it, they got it. For varied playlists.



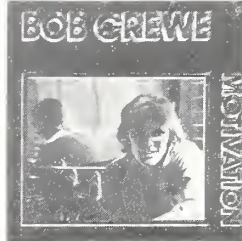
CAT SCRATCH FEVER — Ted Nugent — Epic JE 34700 — **Producer: Lew Futterman, Tom Werman & Cliff Davies** — **List: 7.98**

Tightly terrific Ted has not lost any of his adrenalin charge but his work on this newest project will surprise hard-core Nugent buffs on several cuts which offer some subtle chord changes and a willingness to depart on occasion from the power-chord trio stance that's made Ted successful in a crowded field of heavy artillery. Guitar solos are particularly impressive and melodically superior to much of the work of Ted's contemporaries in the genre. For top 40 and AOR.



LIFELINE — Roy Ayers Ubiquity — Polydor PD-1-6108 — **Producer: Roy Ayers** — **List: 6.98**

At the very heart of this sparkling new album is a set of vibrant vocalists with enough range to sing jazz, R&B or dance tunes with differing but consistently superior deliveries. Ayers is more the creative catalyst here than the scene-stealing center of a work that shines with fresh vitality and as much variety as you'll hear pressed in vinyl. One listen to this in its entirety should be enough to get selected cuts added to various playlists.



MOTIVATION — Bob Crewe — Elektra 7E-1103 — **Producers: Jerry Wexler & Barry Beckett** — **List: 6.98**

It was no idle pipe dream that sent Crewe into the studio to record this solo project. As a longtime, full-fledged member of the record biz as both a producer and writer, Crewe knew just what sound he wanted to hear, and it should be no problem convincing skeptics once they use their ears to tune in the tasty ballads and balanced arrangements on this album. For many varied playlists.



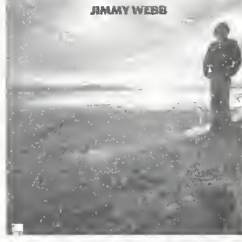
PARADISE BALLROOM — The Graeme Edge Band — London PS 686 — **Producers: Graeme Edge & Adrian Gurvitz** — **List: 6.98**

Edge's hard-hitting trio is at the forefront of a complementary set of solid session men whose repertoire includes disciplined rock tunes, country-flavored cuts and tasteful ballads nicely arranged and adroitly produced. They disdain the headlong search for top 40 acceptance by refusing to betray their affinity for lengthy selections and with the delivery of a polished and quite sophisticated layered sound. For AOR and MOR playlists.



FREE FALL — The Dixie Dregs — Capricorn CP 0189 — **Producer: Stewart Levine** — **List: 6.98**

Without lyric one, the Dixie Dregs evoke a lazy-susan of musical moods with their unusually distinctive instrumental approach — a graceful marriage of jazz and rock with just a touch of classical influence. With the kind of sophistication rarely seen in a debut album, the Dixie Dregs are out to make their recent promo buttons obsolete, which asked the musical question, "Dixie, who?" For varied playlists.



EL MIRAGE — Jimmy Webb — Atlantic SD 18218 — **Producer: George Martin** — **List: 6.98**

One of America's most gifted composers met one of England's best producers in London, then collaborated in a Hollywood studio to give Jimmy's razor-sharp lyrics the vocal treatment and background instrumental support that makes his words cut to the bone with chilling regularity. There's also something very big and positive about the sophisticated arrangements that amplify the impact of Webb's sensitive style. This old friend will grow on you — for varied playlists.



ALL HOPPED UP — NRBQ — Red Rooster LP 101 — **Producer: NRBQ** — **List: 6.98**

These upstate New Yorkers have real good memories of some of the better musical influences upon rock since the '50s — including Chuck Berry's guitar and lyrics, the Lovin' Spoonful's harmonies and some of The Band's early spunk. A very original band with immense potential for creativity, as they show on this fifth album, where no two cuts sound identical. Esoteric material mostly for AOR playlists — this time.



ANOTHER MOTHER FURTHER — Mother's Finest — PE 34699 — **Producer: Tom Werman & Mother's Finest** — **List: 6.98**

Here's a place where you can get disco with bite and rock with might — all pressed under the same cover. Their's is a tight unit of musical pros with a collective energy strong enough to set off a body response to anyone who lays this jewel on the turntable. Not an ideal gift for a future Mother's Day 'cause this one's for the kids and the young in spirit. For various playlists.



DANNY KIRWAN — DJM DKLPA 9 — **Producer: Clifford Davis Productions Ltd.** — **List: 6.98**

Danny's second solo LP for DJM does indeed recall his former associates, Fleetwood Mac, but his individual spirit shines through as never before on this album of romantic imagery and idyllic harmony. His guitar work is riveting but not overpowering and the rich and clear vocals are confident and positive. A package of cheer for varied formats.

SHAUN CASSIDY

Brings It All Back Home.

After blitzing Europe and Australia for two Top Five hits and a stack of gold records, Shaun Cassidy has taken on the home crowd.

It's probably the easiest case this Hardy Boy's ever had. He's got the hit TV show...and his smash single "Da Doo Ron Ron" is kicking up more phone requests than any song in recent memory.

It's no mystery, either, that his first album will set off pandemonium at teen mags around the country. Shaun Cassidy, it's clear, is here to stay.



BS 3067



CURB
RECORDS

On Warner/Curb
Records and Tapes.
Produced by
Michael Lloyd.

picks of the week

RAM JAM (Epic 50357)

Black Betty (2:32) (Robert Melin — BMI) (Ledbetter)

Swishing gongs introduce this newly breaking single. It's an unusual combination of elements, with a song by Delta blues giant Leadbelly, played by an aggressive hard rock band, and produced by Katz and Kasanetz. An original sound and frenetic out-pouring of energy make this a record without direct competition.

B.J. THOMAS (MCA 40735)

Don't Worry Baby (3:03) (Irving — BMI) (Wilson, Christian)

In his first single for a new label, Thomas tackles a Beach Boys' classic. His boyish voice is well suited to solo delivery of the tune, and a first-class arrangement adds to dramatic impact. A certain for easy listening formats with strong pop probabilities.

JIMMY WEBB (Atlantic 3407)

If You See Me Getting Smaller I'm Leaving (3:30) (White Oak — ASCAP) (Webb)

"I've got a right to disappear" Webb sings, concluding a pensive and emotionally complex lyric. The message includes faint images from the songwriter's past, eyed with a sense of humor and brought together by a powerful chorus and haunting coda. This single from "El Mirage," should re-expose a wide audience to Webb's extraordinary powers of self-expression.

Z.Z. HILL (Columbia 10552)

Love Is So Good When You're Stealing It (3:22) (Jalew — BMI) (Lewis, Johnson)

Psychologists have deduced that sex is more satisfying when the forbidden aspect is played up, and this seems to be the reason Z.Z. Hill's record has earned a high bulleting R&B chart debut. The song is slow and rooted in the blues. The arrangement lives up to high standards, but it seems to be the lyric that is causing this single to show signs of high chart potential.

DUSTY SPRINGFIELD (UA XW1006)

Let Me Love You Once Before You Go (3:28) (Almo — ASCAP, Peso — BMI) (Dorff, Leikin)

One of the world's most soulful ladies puts in a command performance with this ballad. Every line drips with gutsy emotion, and the large-scale orchestration never overpowers. A solid addition to pop or R&B formats.

STARLAND VOCAL BAND (Windsong/RCA 10992)

Liberated Woman (3:00) (Cherry Lane — ASCAP) (Danoff)

A true-to-life autobiography seems to underlie the lyric of this gentle country-flavored song from "Rear View Mirror." Their problems of career/marriage conflict are probably shared by many. For easy listening, pop and possibly country play.

STARZ (Capitol 4434)

Sing It, Shout It (3:27) (Rock Steady/Starzong/Kick-A-Rock — ASCAP) (Starz, Delaney)

Not about to lose the momentum of a respectable singles chart debut with "Cherry Baby," Starz delivers another audience-participation number from "Violation." Rousing choruses will attract ears in this well-balanced collection of heavy guitars from heavy-metal craftsman Jack Douglas.

SISTER SLEDGE (Cotillion/Atlantic 44220)

Blockbuster Boy (3:20) (Rosalba — ASCAP) (Levay, Kunze)

An alluring lead vocal is the centerpiece of the new record from this well-known group of talented females. A danceable beat picks up the choruses in a production by Michael Kunze and Sylvester Levay of Silver Convention fame.

MINNIE RIPERTON (Epic 50394)

Wouldn't Matter Where You Are (3:30) (DickieBird/Kerith — ASCAP) (Riperton, Rudolph, Henderson)

From her "Stay In Love" album, Riperton delivers a love song with an upbeat, airy feeling. She takes off in unfettered style at the end of this record, suitable for varied airplay situations.

TONY BENNETT (Improv 715)

Mr. Magic (2:53) (Antisia — ASCAP) (Macdonald, Salter)

A very popular song that's not often heard with its original lyrics, performed by one of the most personable artists in popular music. A big brassy band crashes through several choruses with a hard-hitting instrumental message.



THE ISLEY BROTHERS (T-Neck/CBS 2264)

Living' In The Life (4:15) (Bovina — ASCAP) (Isley, Isley, Isley, Isley, Jasper)

Following an R&B success with "The Pride," the Isleys offer up something slightly different from the "Go For Your Guns" album. The vocal is completely solo, with a more melodic delivery, and the instrumental emphasizes a growling bass and handclaps. An active effort will be made to cross this one.

BACHMAN-TURNER OVERDRIVE (Mercury 73926)

Shotgun Rider (3:40) (Ranbach/BMIC/Topsoil — BMI) (Bachman)

BTO's uncomplicated approach to rock rhythms is exemplified by the simple acoustic guitar/drum pattern that hums steadily through this entire record. Randy Bachman tells a tale of cowboy heroism in this selection from "Freeways."

ELVIS PRESLEY (RCA 10998)

Way Down (2:37) (Ahab — BMI) (Martine, Jr.)

After a long period of relatively conservative country-oriented music, Presley has toughened up his act with this shuffle. He's closer to his rock roots with a cool swagger in his voice, while a bassy backing vocal lends depth to the entire production. Many new airplay outlets will respond.

SMOKEY ROBINSON (Tamla/Motown 54284)

Vitamin "U" (3:20) (Jobete — ASCAP) (Brown, McFaddin)

A cute lyric: the only cure for Smokey's "love deficiency" is the affection of his latest crush. A steady beat and standard melody that allow for disco play, but Robinson's expressive tenor voice is tough to equal. Aimed at R&B airplay in the initial stages.

LIGHTHEART (Janus 269)

The Songs Sound Different To Me Now (3:43) (Friendly Hippo/Used Tunes — ASCAP) (Nussbaum, Cohn)

A great twist on the old line "They're playing our song." The lyric alone is heads above most, but the melody, memorable chorus and dramatic key change make this a record that could go places at many pop stations.

SONS OF CHAMPLIN (Ariola America/Capitol 7664)

Saved By The Grace Of Your Love (2:47) (Patramani/Drunken Boat — BMI) (Smith, Palmer)

A steadily clicking cowbell and ascending bass line underpin this upbeat, very gospel-oriented tune. The SONS have gone farther than usual in their appeal to R&B formats here, though this record remains a tailored crossover product.

KEITH SYKES (Midsong Int'l/RCA 10978)

Just As Long As You Love Me (2:43) (Keith Sykes/Diagonal — BMI) (Sykes)

With minimal orchestration and production effects, Sykes creates a happy mood with the songwriter's basic tools. A relaxed vocal adds to the feeling in this single from "The Way That I Feel." Would be a smooth addition to any pop playlist.

BOB CREWE (Elektra 45404)

It Took A Long Time (For The First Time In My Life) (3:27) (Saturday — BMI) (Crewe, Brown, Bloodworth)

A bubbling tune from Crewe's new album "Motivation." He has improved as a vocalist, and delivers his lyric with sincerity. A quick-skipping beat enhanced with colorful percussion will attract many programmers to this Jerry Wexler/Barry Beckett production.

FARAGHER BROTHERS (ABC 12277)

Follow My Heart (2:52) (Braintree/Farflaps — BMI) (Faragher, Faragher)

The Faragher Brothers are in the pop mainstream with this single from "Family Ties." Varied musical influences and several catchy choruses will garner airplay in many areas, and the middle-ground stance could take this one a long way.

RONNIE LAWS (Blue Note/UA XW1007)

Nuthin' 'Bout Nuthin' (3:28) (Fizz/At Home/Jeffix — ASCAP) (Laws, Jeffery, Laws)

From his album "Friends and Strangers," this first single demonstrates Ronnie Laws' ever more aggressive approach to the pop market. The jazzy touches are here with a sax solo, but the vocals and arrangement earmark this as a record aimed at R&B and disco play.

MOTHER'S FINEST (Epic 50407)

Baby Love (3:23) (Satsongs — ASCAP) (Murdock, Kennedy, Keck, Seay, Moore, Borden)

The first single from "Another Mother Further" features the salty voice of "Baby Jean" Kennedy. The band seems to be leaning more in the direction of soul than heavy metal rock here, which should be a big step toward acceptance on AM radio.

VITAMIN "E" (Buddah 574)

Sharing (3:30) (Buddah/Silk Scarf/Chump Change — ASCAP) (Smith)

A bluesy ballad from this group's recent album,

produced by Norman Connors. The vocal reaches high levels of emotional energy, along with a big orchestration. Aimed at black radio.

.38 SPECIAL (A&M 1946)

Long Time Gone (3:15) (Feelgood — ASCAP) (Barnes, Carlisi, Lyons, Vanzant)

Tight arrangement marks the southern-fried rock of .38 Special in this single from their debut album. Neatly harmonized vocals and fluid guitar work will attract AOR play and some top 40.

SERENADE (RCA 10993)

My Fault (3:20) (Ledaclan — ASCAP) (Caruso, Really)

This piece of pop music emanates from the Phil Spector school of composition/production. There are endlessly echoing choirs, an indeterminate blend of instruments, and the touch of chimes and castanets. With a sticky chorus to boot, this is another tune to make you feel like you're in a summer past.

THE FATBACK BAND (Spring 174)

NYCNUSA (3:35) (Clita/Sambo — BMI) (Thomas, Thomas)

The Fatback Band's new name for their hometown sounds foreign, and places the "Big Apple" in a worldwide framework. Both the good and bad sides of New York are examined with careful affection in this single that can be played in discos and on R&B stations.

DAVE EDMUNDS (Swan Song/Atlantic 70113)

Little Darlin' (3:21) (Anglo Rock — BMI) (Edmunds, Lowe)

From Edmunds' ultra-classy album "Get It," this single harkens back to the past in melody and realistic production effects. His reverb-soaked voice affects the style of any number of great pop singers, while the backing vocals and handclaps add gentle humor. For the connoisseur.

FUN FEATURING BOB McKEAG (Buddah 573)

Gimme Some (2:33) (Sherlyn — BMI) (Casey, Finch)

One of the most often-used piano/bass riffs of all time introduces this version of a song written by the composers for K.C. And The Sunshine Band. Snappy horns and an up-feeling to the entire arrangement are the attraction. Good good-time music.

PETER ANDREOLI (20th Century 2342)

Mind Excursion (2:30) (Kama Sutra — BMI) (Andreoli, Poncia)

Heavy nostalgia as the original lead singer of the Tradewinds lends his distinctively 1960s vocal chords to this remake. The changes remain a catchy feature, and this updated arrangement retains much of the flavor of the original's pop psychedelia. Aimed at top 40s.

WILDFIRE (Casablanca 885)

Here Comes Summer (2:43) (Jewel — ASCAP) (Keller)

Take the sun and sand spirit of the Beach Boys, add a dose of fuzz guitar, and you pretty much have the formula of this record. It's meant to hook the kiddies as they escape on the last day of school. A little bit of "My Old Kentucky Home" is mixed in with the melody.

IN FLIGHT

ENTERTAINMENT

**George Benson's
"GONNA LOVE YOU MORE"**

The runaway single (WBS 8377)
from the non-stop album IN FLIGHT (BSK 2983).
Produced by Tommy LiPuma
on Warner Bros. records.



Bill Aucoin Reviews Creative Aspects Used In Management

by Jeffrey Weber

LOS ANGELES — Bill Aucoin, president of Aucoin Management, Inc., came into the management part of the music industry via film and television. He currently manages Kiss, Starz, Piper and Tony Beau.

The responsibilities involved in professional management are of the utmost concern to Aucoin. This includes a thorough industry education. "There are many managers that have a difficult time equating who the people are they should get to know or to understand, or what industry facets that should really be studied. Knowing why a person in the industry is a key person for his group's career or his own career is sometimes seldom known. How many managers really know the benefits of catalog sales to an artist or his career? It is something that managers should maintain and at the same time know about so a manager can legitimately talk to a record label about any problems involved. Catalog builds a career just as much as a main album does.

"A manager should also concern himself with radio and what program directors are really feeling. He should find out how they are going to pick a song for their playlist, or who's important to them. Managers should know about the promotion men in the field, what they are thinking, how they operate or whether or not they really can work their records. There are always certain priorities that every record label has for one reason or another, and a manager, especially a new manager, who hasn't gotten that close to the whole operation needs to find out things like that — why something will work one day and not the next."

Another consideration in the education of the manager is the press. Aucoin stated, "In general, I believe that very few people understand how valuable the press is. Any time your group gets a write-up it's good and it is my feeling that even a bad write-up is good. All you can do is try to control it as much as you can and try to understand the points of view of the publication. This can really build an ace. In a foreign market the press and magazines can almost build an act quicker than radio. The reason is that everyone there reads constantly. The magazine circulations are enormous. I am not sure a manager would know that he could break a market by working on the press angle as opposed to radio."

Signings More Involved

For Aucoin the process of signing a group is more involved than just their sound. "I don't believe in signing anyone unless there is an aura around them, an excitement that goes way beyond music. I also look to see what type of human beings they are, whether they could function within our family, how they react, how they relate. I then try to find a label that has the most excitement. You want the label to go way beyond a normal signing. You want them to be excited, to love the group. If you can get them to like your management company, all the better, because the management company has to work with the label all the time.

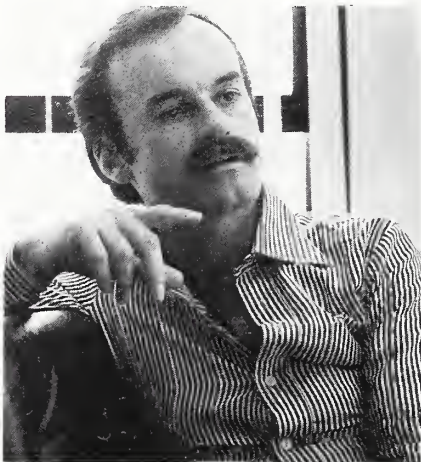
"Once you decide on an artist, you sit down with them and you discuss what they want to do and you basically take their ideas and you embellish them and work with them and then give them back to the group in a form we believe will help the development of their career. The result is, when they go to a studio or when they go on stage, they never feel awkward because it's always their idea to begin with. All we did was help that idea along. We never tell an artist to do something."

Success can often be equated with at-

titude, according to Aucoin. "There is nothing worse in my mind than to say 'we're going to take a fly at something.' To me it is just a waste of time. The minute you say you're going to take a flyer, then everyone around you has that same attitude, that 'see what happens' attitude. Who wants to see what happens? You want to really build something. Why waste your time? We don't sign anyone in the company unless everyone in the company really believes in the act."

Limits

In discussing the limits of a management company, Aucoin said, "We have separate attorneys and a separate press office. A management company can only go so far. If an artist goes out and pays \$1,000 to \$1,500 a month for a good promotion company to



handle their publicity, that is a legitimate cost in my mind. The only question is how much they can afford to spend. On the other hand, when we charge an artist a percentage, there are certain things that I feel are unfair for an artist to pay for. Production needs for an artist, on the road or off the road, a promotion department that will communicate with the record company and with radio stations all over the country as well as internationally are examples. We will not charge for that as it is part of the management fee. Our budgeting and finance department are pretty big and I can tell almost any day what is costing what on any tour, and the artist can too. We do everything on a monthly basis for the artist so he knows exactly where he stands. We sit down and explain everything to him. That is also part of the management fee. My concept of a management company is to try to control as much as we can so it never gets out of our hands, so we never lose sight of where the artist's career is going."

Profits in the music industry are not instantaneous. "When you have a success in this business the money is about a year away. You don't catch up that quickly. By the time the company gets money from its distributors and gets around to paying your royalties on a generally semi-annual basis, you are basically either borrowing more money from the record company or the bank based on the success you know you have. You generally won't see the profits for some twelve to eighteen months after. In a way you are still in a hole. Once you have a hit you start holding back a bit. You basically decide where the next direction of the group will be. Will they go into other areas? You may want to concentrate a little more strongly on merchandising. Work on the catalog. If your group is properly merchandised it increases record sales. In addition, today a manager has to think visually. It is going to get to that. The video medium is in its infancy and a manager has to contend with it in the next ten years." Aucoin is taking his own advice as he is

(continued on page 47)

Atlanta Rhythm Section Sons of Champlin Blondie Chaplin

SANTA MONICA CIVIC — When Georgia's ARS sextet were in town earlier this year, their sometimes high-voltage intensity threatened the acoustical limits of L.A.'s Roxy Theatre. But, in their recent SM Civic debut, Ronnie Hammond's expressive vocals and the polished professional stance of his backing instrumentalists made an even larger audience aware that their brand of southern boogie rock and roll is as safe a future bet as solar panel stock.

The audience was a bit restless when the band took the stage after two fairly strong opening acts, but they got right down to business with "Sky High," a powerful and melodic rock and roll cooker that filled the Civic with the infectious adrenalin pouring out from the vibrating amps. Then, like a highballing trucker with a full cargo and a head full of caffeine, they upped the ante even further with back-to-back blazers that fully established their subtly captivating explosiveness before bringing the mood down for a soft ballad and their currently charted single, "So In To You."

Like many bands, ARS is one group that must be seen live to be fully appreciated. "Another Man's Woman," for example, is a nice but not particularly speaker-rattling tune from an earlier album. But on stage the song takes on incredible power predominantly because of Paul Goddard's devastating bass solo, an intense standout performance of the first order. And though it was a shortened set, ARS showed that in the year of "Roots" they're not about to forget their humble beginnings, as they

performed "Doraville," a sentimental favorite about the studio in Georgia where they put the band together seven years ago. By the same token, those that witnessed these southern gentlemen for the first time showed with their expressive faces that they're not likely to forget the night they saw a band on the verge of busting their previously low profile wide open.

The always dependable Sons Of Champlin played before ARS, once again proving their ability to perform consistently whether in a huge hall or a smaller environment like the 3,000-seat Civic. In either case, their gospel harmonies, strongly memorable melodies and their tightly professional stance always wins over whatever crowd they play to. The only real depressing thing about seeing them in action is the troubling question that, if every time they perform they knock out whomever they play to, what will it take for dj's to remember to play them and for the masses to buy them in the quantity they most certainly deserve?

Blondie Chaplin's sometimes hot quintet, the evening's openers, features a guitar trio at its core, with ironically named Blondie at the forefront. Though he is obviously talented and his fellow musicians play well under his leadership, Blondie is still experimenting a bit extravagantly with his mid-range voice. His intensity gives punch to his singing, but his unwillingness to set some upper and lower limits on his vocal range needlessly saps the undeniable impact he could have were he to work within reasonable parameters. **chuck comstock**

Ramsey Lewis/Randy Crawford

THE ROXY, L.A. — In the music business longevity is equated with genius. It takes a definite intelligence to grab the reins of a constantly shifting musical form and allow it to guide and modify one's musical creativity. Ramsey Lewis grabbed those reins in the mid-'60s with "The In Crowd" and has not stopped moving.

Intent on his music, Lewis uttered not a word as he immediately bent to his piano, carefully striding off to some tunes from "Love Notes," his latest album. The first selection served notice on the audience that Lewis had surrounded himself with a complement of sidemen who could not only take the lead with authority but had the expertise to do so. It was clearly one of the finer gatherings of talent that Lewis has had around him in recent memory. Lewis then proceeded to display his ultracontemporary piano stylings on the electric keyboards while allowing judicious solos from the rest of the band. Lewis' true virtuosity lies in his treatment of the acoustic piano, and fortunately for everyone, he knew never to stray too far from it.

The old-time fans relished the "Love Theme From Spartacus." Playing the acoustic piano, it was most evident in this solo that Lewis instills great emotion and depth to all of his pieces. Incredible finger

runs and an occasional strum of the piano strings brought an arousing crowd reaction.

Just about everyone had a piece of "Brazilia." Ron Harris' bass opened it up with Keith Howard on drums slipping in underneath, yielding to Derf Reklaw Raheem, a musician of incredible versatility. Playing the sax, flute, congas, electric bongos and timbales, Raheem went wild, scaring up just about every musical sound possible from his drum array, even exorcising some sounds from the congas while pounding them with his chin. The obvious respect Lewis had for his group was even more evident during their solos when he would quietly walk over and watch.

The last piece of the hour-and-a-half set was a gift for the faithful. A Ramsey Lewis anthology, it contained several golden memories, including "The In Crowd" and "Wade In The Water." Always the quintessential keyboard stylist, Ramsey Lewis is still giving us all piano lessons.

Randy Crawford opened for Lewis, exhibiting a bright, friendly voice of incredible strength. The power of the feelings she injects into her songs can only generate her upwards. "Don't Let Me Down," the Beatles standard, and "God Bless The Child" had everyone on her side. **jeffrey weber**

Kenny Rankin/Joan Armatrading

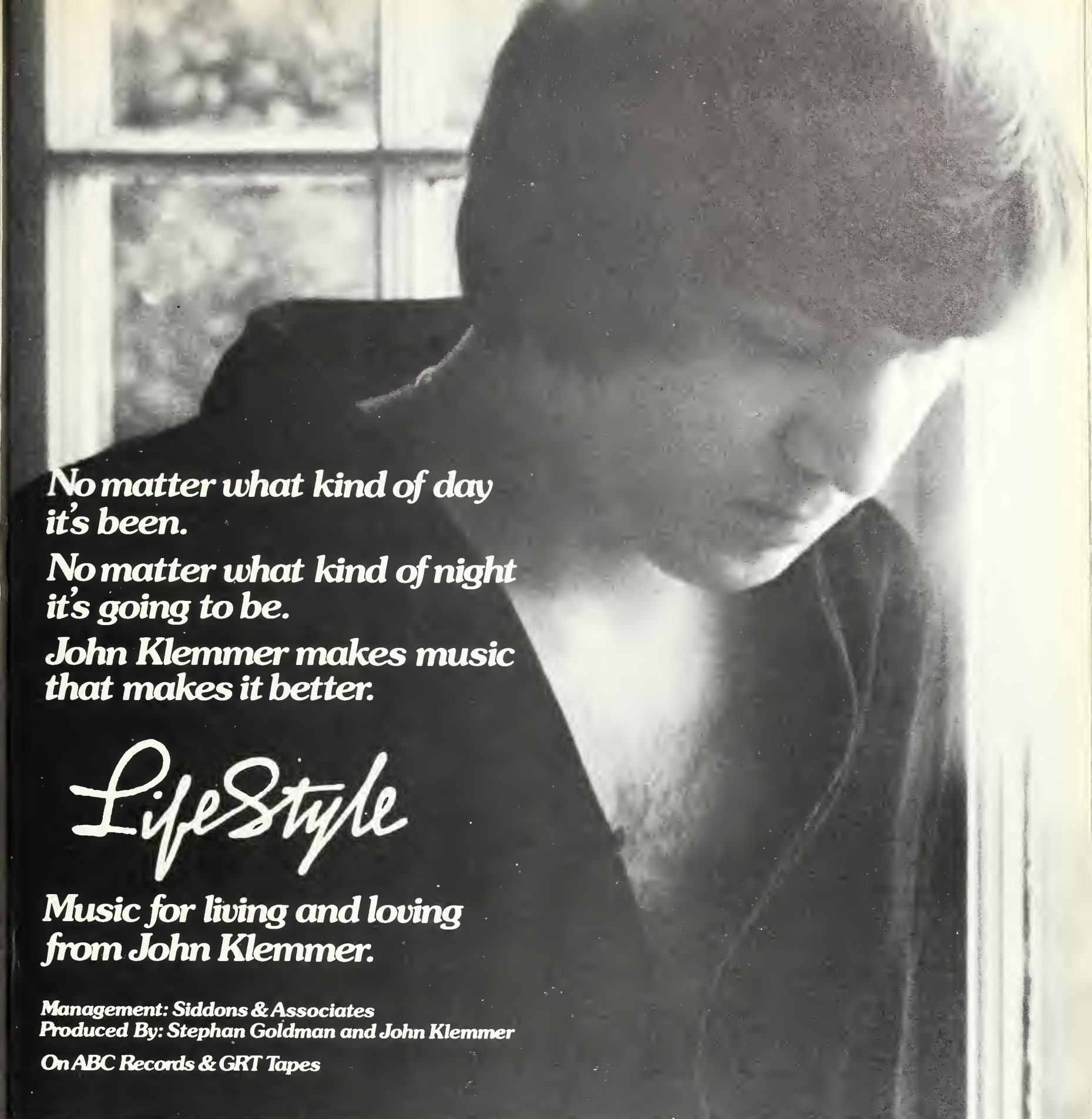
SANTA MONICA CIVIC AUDITORIUM — Although Kenny Rankin is best brought to an audience in a club atmosphere where his sensitive vocals can receive equally sensitive electronic amplification, his Santa Monica date was an acceptable combination of the intimate and the economic.

Rankin opened his performance with "She's A Lady," and this mellow selection established the mood for the remainder of his performance. Rankin seems most comfortable in the laid-back style of jazz and folk style influences that have characterized his early work, and which he has developed into a hallmark. His vocals were controlled and comparatively understated, and his veteran band moved with him easily.

The most pleasant surprise of the eve-

ning was the sax work of Nino Tempo, who is more familiar to the general public as a vocalist. Perhaps Tempo's experience as a singer has helped him realize how effective a backup musician can be, because his tasteful playing was a series of especially sensitive licks that complemented Rankin's voice extremely well. Their interchanges were a delicate balance of voice and reed.

Joan Armatrading, who opened for Rankin, was plagued by mix and amplification problems that obscured her vocals. The words in the first half of her set could not be discerned. Fortunately, a loyal following and some solo work seemed to help matters. "Water And Wine," "Love And Affection" and "Tall In The Saddle" are all strong selections that were well received despite the electrical hassles. **mike falcon**



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6/10 Seattle, WA
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6/16 Houston
6/17 Dallas
6/18 Austin
6/30 Milwaukee*
7/1 Chicago*

Dooley's
Civic Theatre
Arlington Theatre
Paramount Theatre
Queen Elizabeth Theatre
Opera House
Opera House
Cullen Auditorium
Granada Theatre
Paramount Theatre
Performing Arts Center
Auditorium Theatre

7/2
7/3
7/9
7/10
7/11
7/12
7/14
7/15
7/16
7/17
7/19-20

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Atlanta*
Ft. Lauderdale*
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Columbia, MD*
Denver*
Denver*
Berkeley, CA*
Phoenix, AZ
Los Angeles*

Front Row Theatre
Avery Fisher
Fox Theatre
Sunrise Theatre
Ambler Music Festival
Merriweather-Post Pavillion
Red Rocks
Red Rocks
Greek Theatre
Symphony Hall
Greek Theatre

***The John Klemmer Group in concert with
Herbie Hancock "VSOP Quintet"**

ASCAP Sues WAUG Over Airplay Licensing Dispute

by Mike Falcon

LOS ANGELES — The American Society of Composers, Authors and Publishers (ASCAP) has filed a second suit against radio station WAUG/AM and FM, Augusta, Georgia, charging that 16 copyrighted

songs by ASCAP members were played without licensing authorization. Named as defendants in the action in the U.S. District Court of Georgia are the Hunter Group, Inc., which owns the station, and Jack A. Carpenter, general manager of WAUG and vice president of the corporation.

ASCAP initiated legal action against the station in October 1976, in a similar dispute, hoping to prompt the station to comply with licensing agreements and settle out of court.

The plaintiffs, all ASCAP members that published songs allegedly played by WAUG, ask that the federal court enjoin the radio stations from future public performances of the works. Additionally, they ask statutory damages, court costs and attorney's fees.

Robert Hunter, who owned controlling interest in the Hunter Corporation, died last year, and according to an ASCAP spokesman, the estate and its executor, Augusta attorney Roy Harris, have not "taken up negotiations for payment or licensing in a manner conducive to resolving existing debts."

The ASCAP source stated that the suits were brought only as a last resort. "Essentially, all broadcasters know they have to

(continued on page 56)

Radio, TV Sales Up Substantially So Far In 1977

WASHINGTON, D.C. — Total U.S. market sales of radio and television products to dealers increased substantially in April, 1977 over the same period last year, according to the Electronic Industries Association's Marketing Services Department.

Total TV sales increased 29.7%, from 719,329 units to 932,915 units last month. Total radio sales were up 25.3%, from 2.1 million to 2.63 million units.

Total TV sales over the first 17 weeks of 1977 showed at 21.1%, increase over the same period last year, from 3.48 million to 4.22 million units. Total radio sales for the first 17 weeks of 1977 were 11.52 million, up 13.3% over 10.17 million units during the comparable period of 1976.

Artists Promote KWST



CHILLIWACK AT KWST — Mushroom Records group Chilliwack recently dropped by the KWST studios in Los Angeles while on their first tour of the U.S. Pictured (l-r) are: Paul Sullivan, KWST program director; Glenn Miller, band member; Mark Hodes, Mushroom Records national promotion director and band members Bill Henderson, Howard Froese and Ross Turney.



K-WEST PROMOTES .38 SPECIAL — A&M rockers .38 Special played the Santa Monica Civic Auditorium recently after radio station K-WEST helped promote the show by advertising specially priced tickets for \$1.06. According to Steve Wolf of Wolf Rissmilier Concerts, the firm that booked the show, the radio promotion was responsible for drawing more than 1,500 people to the concert. Pictured backstage after the show (l-r) are: Steve Brookins, Jeff Carlisi and Don Barnes from .38 Special. Shown in the middle row (l-r) are: Jerry Moss, chairman of A&M Records; Jack Grondin, Ken Lyons, Dale Krantz, and Donnie Van Zant of .38 Special; Gil Friesen, president of A&M Records; Pam Thompson, back-up vocalist for .38 Special; Jordan Harris, product manager of A&M Records; Peter Rudge, manager of the band and Barry Grieff, vice president of merchandising for A&M Records. Shown kneeling (l-r) are: Bob Garcia, director of artist relations for A&M and Lenny Bronstein, national promotion director and FM coordinator for A&M Records. The band's first single, "Long Time Gone," will be released, soon.

MOST ADDED FM LPS

1. Cat Scratch Fever — Ted Nugent — Epic
2. Handy Man (45) — James Taylor — Columbia
3. Jet Lag — PFM — Elektra
4. Caught Live +5 — Moody Blues — London
5. Lights Out — UFO — Chrysalis
Spirit Of A Woman — American Flyer — UA
Lifestyles — John Klemmer — ABC
6. Mink DeVille — Capitol
Right On Time — Brothers Johnson — A&M
Makin' Magic — Pat Travers — Polydor
Holly Days — Denny Laine — Capitol
7. Exodus — Bob Marley & The Wailers — Island
Again — Greg Kihn — Beserkley
Manifest Destiny — The Dictators — Elektra
Free As The Wind — Crusaders — ABC

MOST ACTIVE FM LPS

1. Book Of Dreams — Steve Miller Band — Capitol
— Sacrifice, Jet Airliner, The Stake
2. Izitso — Cat Stevens — A&M
— Old Schoolyard, To Be A Star, Crazy
3. Rumours — Fleetwood Mac — Reprise
— Dreams, The Chain, Don't Stop
4. Time Loves A Hero — Little Feat — WB
— Red Streamliner, Old Folks Boogie, High Roller
5. Little Queen — Heart — Portrait
— Barracuda, Love Alive, Little Queen
6. Sweet Forgiveness — Bonnie Raitt — WB
— Runaway, About To Make Me Leave Home, Two Lives
Foreigner — Atlantic
— Feels Like The First Time, Cold As Ice, Headknocker
7. Deceptive Bends — 10cc — Mercury
— Good Morning Judge, Marriage Bureau Rendezvous, Feel
The Benefit
8. Let It Flow — Dave Mason — Columbia
— Myster Traveler, Seasons, Let It Flow
9. Nether Lands — Dan Fogelberg — Epic
— Lessons Learned, Sketches
10. Even In The Quietest Moments — Supertramp — A&M
— Give A Little Bit, Lover Boy, Quietest Moments
11. Hotel California — Eagles — Asylum
— Life In The Fast Lane, Hotel California
12. Playin' Up A Storm — Greg Allman — Capricorn
— Come & Go Blues, Cryin' Shame
Hurry Sundown — Outlaws — Arista
— Hurry Sundown, Heart Talkin'
Live At The Hollywood Bowl — Beatles — Capitol
13. Period Of Transition — Van Morrison — WB
— Joyous Sound, Flamingos Fly, Heavy Connection
Burnin' Sky — Bad Company — Swansong
— Burnin' Sky, Morning Sun, Heartbeat
Celebrate Me Home — Kenny Loggins — Columbia
— Lady Luck, Celebrate Me Home
14. Works — Emerson Lake & Palmer — Atlantic
— Fanfare For The Common Man, C'est La Vie
This Time It's For Real — Southside Johnny & Asbury Jukes — Epic
— Without Love, Love On The Wrong Side Of Town

STATION BREAKS

Mike St. John is no longer PD of WMPS, Memphis. Tommy Charles, former MD of sister station WHRK, is the replacement.

Dan Mason, from WZGC (Z-93), Atlanta, has been named as the replacement for Jim Collins, formerly PD of WPGC, Washington.

PD Mark Driscoll has left WAPE, Jacksonville. The replacement is Steve Rivers, who comes from WGMC, Providence.

Tom Barsanti, operations manager of WOW, Omaha, has left the station to assume a similar position at WCMO, Kansas City. Temporarily filling the vacancy is MD Eric Fox.

Tom Franklin, PD of KKLS, Rapid City, has been promoted to operations manager. C.J. Stone is the new program director.

Both remain on the air.

Bob Glenn is the new program director/music director at KVOL, Lafayette. Glenn joins the station from WLCS, Baton Rouge.

Rusty Ford, MD of WRVQ (Q-94), Richmond, is no longer with the station. Tim Watts, late-night jock, has been appointed the replacement.

Dave Conway, MD of KCRS, Midland, is leaving the station.

Nina Gomez, formerly music coordinator at KCBQ, San Diego, has been elevated to the position of music director. Mason Dixon, assistant PD, has left to join KHJ, Los Angeles, as an air personality.

Bob Kaghan, PD of WRJZ, Knoxville, is no longer on the air. Rick Kirk, formerly all-

(continued on page 56)

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“Afternoon Delight”
featuring the
brand new single

“Liberated Woman”

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B. OPEN BOOTHS RENTAL		
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B	<input type="checkbox"/> 15' x 10'.....	\$1,800.....
C	<input type="checkbox"/> 20' x 10'.....	\$2,400.....
E	<input type="checkbox"/> 30' x 10'.....	\$3,500.....
G	<input type="checkbox"/> 40' x 10'.....	\$4,400.....
I	<input type="checkbox"/> 50' x 10'.....	\$5,300.....
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C. PARTICIPATING WITHOUT AN OFFICE OR BOOTH		
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WNEW-FM — NEW YORK — Tom Morrera

Most Active:
 Dan Fogelberg
 Steve Miller Band
 Greg Allman
 Michael Stanley
 Moody Blues
 Fleetwood Mac
 Mink DeVille
 Bob Marley & Wailers
 Denny Laine
 Rubinoos
 American Flyer
 The Outlaws
 Emerson Lake & Palmer
 Dave Mason
 Boz Scaggs
 Crosby, Stills & Nash (45)
 Peter Gabriel
 Peter Frampton (45)
 Eagles

Adds:
 Ultravox — Island
 American Tears — Powerhouse — Columbia
 Illusion — Out Of The Mist — Island
 Danny Kirwan — DJM
 Raul de Souza — Sweet Lucy — Capitol
 American Flyer — Spirit Of A Woman — UA
 Ted Nugent — Cat Scratch Fever — Epic
 PFM — Jet Lag — Elektra
 Oregon — Friends — Vanguard
 The Tubes — Now — A&M
 Greg Kihn — Again — Beserkley

WPLJ-FM — NEW YORK — Corinne Baldassano

Most Active:
 Fleetwood Mac
 Eagles
 The Beatles
 Steve Miller Band
 Cat Stevens
 Boston
 Foreigner
 Leo Sayer
 Bee Gees
 Kansas

Adds:
 Bee Gees — Here At Last — RSO
 Pablo Cruise — Whatcha Gonna Do (45) — A&M
 James Taylor — Handy Man (45) — Columbia

WLIR-FM — LONG ISLAND — Denis McNamara

Most Active:
 Steve Miller Band (Swingtown, Airliner, Jungle)
 Peter Gabriel (Soisbury, Modern Love, Big One)
 Greg Allman (Come & Go, Cryin' Shame, Matthews
 Arrival)
 The Outlaws (Sundown, Heart Talkin', Cold &
 Lonesome)
 The Beatles
 Les Dudek (Judge Jones, Beam Up, Zorro)
 Charlie (Pressure Point, No Chance, Guitar Hero)
 Little Feat (Hero, Dog Races, Streamliner)
 Cat Stevens (Schoolyard, Bonfire, Crazy)
 Poco (Dance, Summer, Twenty Years)
 Michael Stanley (Nothing, Midwest Midnight,
 Rosewood)
 NRBO (Riding, Cecelia, Rocket)
 Billy Joel (Billy The Kid, Summer Highland, New York
 State)
 Ben Sidran (Sucker, Pork Pie Hat, Serenade)
 Dan Fogelberg (False Face, Sketches, Dancing)
 Fleetwood Mac (Don't Stop, Dreams, Second Hand)
 Eagles (Try & Love, Hotel, Wasted)
 10cc (Benefit, Good Morning, Things)
 Supertramp (Give A Little)
 The Kinks (Sleepwalker, Jukebox, Life Goes On)

Adds:
 Ted Nugent — Cat Scratch Fever — Epic
 American Flyer — Spirit Of A Woman — UA
 Moody Blues — Caught Live +5 — London
 Neil Young — American Stars & Bars — WB
 Denny Laine — Holly Days — Capitol
 James Taylor — Handy Man (45) — Columbia
 Crusaders — Free As The Wind — ABC
 UFO — Lights Out — Chrysalis
 Oklahoma — Capitol
 Waylon Jennings — Ol' Waylon — RCA
 Ultravox — Island
 Genesis — Spot The Pigeon (EP) — Charisma

WRNW-FM — WESTCHESTER — Meg Griffin

Most Active:
 Joan Armatrading (Love & Affection, Help Yourself,
 Saddle)
 Van Morrison (Joyous, Kansas City, Make It)
 Dean Friedman (Ariel, Company, Woman)
 Supertramp (Give A Little, Overture, Lover Boy)
 Garland Jeffreys (Lift Me, Cool Down, Ghost Writer)
 The Outlaws (Guns, Smoke, Sundown)
 Southside Johnny (So Fine, Wrong Side, Without Love)
 The Tubes (Parade, This Town, Golden Boy)
 Bad Company (Heartbeat, Burnin' Sky)
 The Beatles
 Atlanta Rhythm Section (So In To You, Outside Woman)
 Weather Report (Birdland, Teen Town)
 Foreigner (Fool, First Time, Cold As Ice)
 Heart (Barracuda)
 Little Feat (Roller, Old Folks, Dog Races)
 Dave Mason (So High, Alright, Time)
 Poco (Dance, Summer)
 Cat Stevens (Crazy, Star, Schoolyard)
 10cc (Benefit, Cold)
 Crosby, Stills & Nash (Just A Song, Dark Star) (45)

Adds:
 Mink DeVille — Capitol
 Firesign Theater — Fireside Chat — Butterfly
 Moody Blues — Caught Live +5 — London
 John Klemmer — Lifestyles — ABC
 Deaf School — Second HoneyMoon — WB
 Bob Marley & Wailers — Exodus — Island
 Ultravox — Island
 Denny Laine — Holly Days — Capitol
 Dictators — Manifest Destiny — Elektra
 UFO — Lights Out — Chrysalis

WJVL-FM — CHICAGO — Tom Marker

Most Active:
 Bob Marley & Wailers
 Dan Fogelberg
 Roy Buchanan
 Janne Schaffer
 Bonnie Raitt
 Jesse Colin Young
 Little Feat
 Heart
 Blondie Chaplin
 Delbert McClinton
 Dave Mason
 Poco
 Bill Ouateman
 Supertramp
 Cat Stevens
 Ben Sidran
 Kingfish
 Jesse Rodden
 Charlie

Adds:
 Ted Nugent — Cat Scratch Fever — Epic
 The Crusaders — Free As The Wind — ABC
 Focus — Ship Of Memories — Sire
 John Klemmer — Lifestyles — ABC
 Rusty Wier — Stacked Deck — Columbia
 Scarlet Rivers — WB

WKQX-FM — CHICAGO — Bob King

Most Active:
 Emerson Lake & Palmer (Fanfare)
 Foreigner (Cold As Ice)
 Crosby, Stills & Nash (Just A Song, Dark Star) (45)
 Steve Miller Band (Airliner)
 Dave Mason (So High)
 Fleetwood Mac (Dreams)
 Bad Company (Burnin' Sky)

Heart (Barracuda)
 Ted Nugent
 REO Speedwagon (Pushin')
 Supertramp (Moments)
 Jeff Beck With Jan Hammer (Freeway)
 Cat Stevens (Schoolyard)
 Moody Blues
 10cc
 Little Feat
 Bonnie Raitt
 Rough Diamond
 Dan Fogelberg
 The Outlaws

Adds:
 Ted Nugent — Cat Scratch Fever — Epic
 Frankie Miller — Full House — Chrysalis

WXRT-FM — CHICAGO — Harvey Wells

Most Active:
 10cc
 Steve Miller Band
 Bonnie Raitt
 Little Feat
 Heart
 Van Morrison
 Supertramp
 Isley Brothers
 Foreigner
 Peter Gabriel
 Jimmy Buffett
 Southside Johnny
 UFO
 REO Speedwagon
 Detective
 Alice Cooper
 Fleetwood Mac
 Atlanta Rhythm Section
 Jethro Tull
 Bad Company

Adds:
 Dan Fogelberg — Nether Lands — Epic
 Bob Marley & Wailers — Exodus — Island
 Billy Joel — Souvenirs — Columbia
 Hollies — Epic
 Greg Kihn — Again — Beserkley
 Jonathan Cain Band — Windy City Breakdown —
 Bearsville
 Mickey Thomas — As Long As You Love Me — MCA
 Focus — Ship Of Memories — Sire
 Raul de Souza — Sweet Lucy — Capitol
 Oregon — Friends — Vanguard
 Ronnie Spector — Say Goodbye To Hollywood (45) —
 Epic
 James Taylor — Handy Man (45) — Columbia

KLOS-FM — LOS ANGELES — Dabar Hoorelbeke

Most Active:
 Kansas
 Steve Miller Band
 Cat Stevens
 Fleetwood Mac

Adds:
 Eric Anderson — The Best Song — Arista
 James Taylor — Handy Man (45) — Columbia

KWST-FM — LOS ANGELES — Paul Sullivan

Most Active:
 Steve Miller Band
 Supertramp
 Cat Stevens
 Heart
 Little Feat
 Foreigner
 Bonnie Raitt
 Van Morrison
 Dave Mason
 10cc

Adds:
 Ted Nugent — Cat Scratch Fever — Epic
 Roy Buchanan — Loading Zone — Atlantic
 Golden Earring — Mad Love — MCA
 Jerry Jeff Walker — A Man Must Carry On — MCA

WIOQ-FM — PHILADELPHIA — Helen Leitch

Most Active:
 Steve Miller Band (Swingtown, Airliner)
 Foreigner (First Time, Long Way)
 Bonnie Raitt (Runaway, Leave Home)
 Heart (Barracuda, Little Queen)

Dan Fogelberg (Nether Lands, Scarecrow)
 Detective (Reaper, Recognition)
 Little Feat (Old Folks)
 10cc (Benefit, Good Morning)
 Dave Mason (Mystic)
 Charlie (Johnny)
 Les Dudek (Judge Jones, Beam Up)
 Bad Company (Burnin', Like Water)
 Cat Stevens (Schoolyard, Crazy)
 Greg Allman (Come & Go)
 Chilliwack (Something, Fly At Night)
 38 Special (Rock & Roll, Four Wheels)
 Greg Kihn (For You)
 Supertramp (Give A Little, Moments)
 Iguana (Dream, Sailing)
 Bob Marley & Wailers (Jammin', Exodus)

Adds:
 Ted Nugent — Cat Scratch Fever — Epic
 Ruby Starr — Smokey Places — Capitol
 Eric Anderson — Best Of — Arista
 PFM — Jet Lag — Elektra
 Horse Lips — Book Of Invasions — DJM
 Rubinoos — Beserkley
 James Taylor — Handy Man (45) — Columbia
 Billy Joel — Souvenirs — Columbia
 Balcones Fault — Cream

WMMR-FM — PHILADELPHIA — Marie Sterner

Most Active:
 Bob Marley & Wailers (Exodus)
 Van Morrison (Connection)
 Supertramp (Moments)
 Little Feat (Roller)
 Cat Stevens (Doughnut)
 Steve Miller Band (Airliner)
 Foreigner (Damage)
 Charlie (Johnny)
 Greg Allman
 Kenny Loggins (Celebrate)
 Rough Diamond (Sea Song)
 10cc (Benefit)
 Joan Armatrading (Zero)
 Bob Seger (Night Moves)
 The Kinks (Life Goes On)
 Johnny's Dance Band (Guilty)
 Southside Johnny (So Fine)
 Bonnie Raitt (Runaway)
 Billy Joel (Hollywood)
 Atlanta Rhythm Section (Neon Nites)

Adds:
 UFO — Lights Out — Chrysalis
 Mink DeVille — Capitol
 Ted Nugent — Cat Scratch Fever — Epic
 James Taylor — Handy Man (45) — Columbia
 Illusion — Out Of The Mist — Island

WYSP-FM — PHILADELPHIA — Sonny Fox

Most Active:
 Steve Miller Band
 The Beatles
 Brothers Johnson
 Little Feat
 Ram Jam (45)
 Bob Seger
 Heart
 Foreigner

Adds:
 John Klemmer — Life Styles — ABC
 Focus — Ship Of Memories — Sire
 Crusaders — Free As The Wind — ABC
 Pat Travers — Makin' Magic — Polydor
 Little River Band — Diamantina — Capitol

WABX-FM — DETROIT — Jim Owens

Most Active:
 Cat Stevens
 Steve Miller Band
 Fleetwood Mac
 Supertramp
 Foreigner
 Emerson Lake & Palmer
 Jeff Beck With Jan Hammer
 10cc
 Alice Cooper
 Brownsville Station
 Bonnie Raitt
 Rough Diamond
 Little Feat
 The Beatles

Adds:
 Ted Nugent — Cat Scratch Fever — Epic
 Neal Young — I Got American Stars — WB

WWWW-FM — DETROIT — Joel Eurbiel

Most Active:
 Fleetwood Mac (Dreams, Chain)
 Eagles (Fast Lane)
 The Beatles
 Foreigner (First Time, Cold As Ice)
 Jeff Beck With Jan Hammer (Woman)
 Steve Miller Band
 Alice Cooper (Tonight)
 Cat Stevens (Star)
 Emerson Lake & Palmer (C'est La Vie)
 Supertramp (Give A Little)
 Pablo Cruise (Place In The Sun)
 Bob Seger (Mainstreet)
 Boston (Peace Of Mind)
 Atlanta Rhythm Section (So In To You)
 Little Feat (Roller)
 10cc (Benefit)
 Heart (Barracuda, Love Alive)
 Dan Fogelberg (Promises, Love Gone By)
 Dickey Betts (Gypsy)
 Bonnie Raitt (Runaway, Three Time Loser)

Adds:
 Brothers Johnson (Right On Time — A&M
 Greg Allman — Playin' Up A Storm — Capricorn

KSAN-FM — SAN FRANCISCO — Beverly Wilshire

Most Active:
 Greg Kihn
 UFO
 Steve Miller Band
 Rubinoos

Mink DeVille
 Bob Marley & The Wailers
 Bryan Ferry
 Roy Buchanan
 Little Feat
 Howard Wales

Adds:
 Dictators — Manifest Destiny — Asylum
 Moody Blues — Caught Live +5 — London
 Danny Kerwin — DJM

KYA-FM — SAN FRANCISCO — Jay Hansen

Most Active:
 Eagles
 Fleetwood Mac
 Heart
 Steve Miller Band
 Moody Blues
 Pablo Cruise
 Bonnie Raitt
 Cat Stevens
 The Tubes

Adds:
 The Rubinoos — Beserkley
 Ted Nugent — Cat Scratch Fever — Epic

WHFS-FM — WASHINGTON, D.C. — Dave Einstein

Most Active:
 Jerry Jeff Walker
 Jesse Winchester
 Frankie Miller
 Little Feat
 Van Morrison
 Cat Stevens
 Steve Miller Band
 Kingfish
 Southside Johnny & Asbury Jukes
 Gary Burton
 Poco
 Bob Marley & Wailers
 Moody Blues
 NRBO
 Danny O'Keefe
 The Outlaws
 Mink DeVille
 Dave Grisman Quartet
 Doc & Merle Watson
 Herbie Hancock

Adds:
 Eric Anderson — Best Songs — Arista
 Aretha Franklin — Sweet Passion — Atlantic
 Horseships — Book Of Invasions — DJM
 James Taylor — Handy Man (45) — Columbia
 Star Wars — Soundtrack — Twentieth Century
 Dixie Dreggs — Freetail — Capricorn
 Denny Laine — Holly Days — Capitol
 PFM — Jet Lag — Elektra
 Pat Travers — Makin' Magic — Polydor
 Ultravox — Island

WDBC-FM — WASHINGTON, D.C. — Michael McKay

Most Active:
 Fleetwood Mac (Don't Stop)
 Bad Company (Burnin' Sky, Passin' Time)
 Marshall Tucker Band (Life, Eagles)
 Crosby, Stills & Nash (Just A Song) (45)
 Peter Frampton (I'm In You) (45)
 Foreigner (Long Way, Damage)
 Les Dudek (Judge Jones)
 Steve Miller Band (Jungle, Stake)
 Cat Stevens (Jamaica, Crazy)
 Little Feat (Hero, Rocket)
 Kenny Loggins (Lady Luck, If You Be Wise)
 Bonnie Raitt (Leave Home, Runaway)
 Dickey Betts (Out To Get, Gypsy)
 Heart (Barracuda, Love Alive)
 Supertramp (Give A Little)
 10cc (Good Morning, Cold)
 Van Morrison (Connection, Joyous)
 The Outlaws (Sundown, Heart Talking)
 Poco (Stay, Find Out)

Adds:
 Little River Band — Diamantina — Capitol
 Greg Allman — Playin' Up A Storm — Capricorn
 Detective — Swansong
 Gale Force — Fantasy
 James Taylor — Handy Man (45) — Columbia

WBCN-FM — BOSTON — John Brodey

Most Active:
 Greg Allman (Come & Go, Feelin')
 Atlanta Rhythm Section
 Eagles
 Fleetwood Mac
 Foreigner (First Time, Fool For You)
 Heart (Little Queen, Cry To Me, Love Alive)
 Isley Brothers (Livin', Climbin')
 Garland Jeffreys (35 Millimeter, Rough & Ready)
 Little Feat (Roller, Hero, Rocket)
 Dave Mason (So High, Time)
 Steve Miller Band (Swingtown, Airliner, Sacrifice)
 Mink DeVille Band (Mixed Up Cadillac, She's Tough)
 Van Morrison (Flamingo, Make It, Joyous)
 Pousette-Dart Band (Amnesia, Fall On Me)
 Bonnie Raitt (Gamblin' Man, Runaway, Leave Home)
 Carole Bayer Sager (Movin' Out, Rain, Next Time)
 Southside Johnny (Without Love, Little Girl)
 Cat Stevens (Schoolyard, Life Star)
 Richard Torrance (Behind, Moonlight)
 Jesse Winchester (Rumba, Breeze)

Adds:
 Aretha Franklin — Sweet Passion — Atlantic
 O'Jays — Travelin' At The Speed Of Thought — Philly
 International
 UFO — Lights Out — Chrysalis
 Illusion — Out Of The Mist — Island
 Brothers Johnson — Right On Time — A&M
 Persaussions — Chirpin' — Elektra
 Brownsville Station — Private Stock
 Attitudes — Good News — WB
 The Outlaws — Hurry Sundown — Arista
 Mickey Thomas — As Long As You Love Me — MCA

FM ANALYSIS

WJZZ-FM — BOSTON — Begonia Mire

Most Active:

- Begonia Mire (Fast Lane)
- Heart (Say Hello)
- Fleetwood Mac (Dreams)
- Pousette-Dart Band (Amnesia)
- Steve Miller Band (Airliner)
- Bonnie Raitt (Runaway)
- Stevie Wonder (Knocks)
- Bee Gees (Jive Talkin')
- Boston (Peace Of Mind)
- Cat Stevens (Schoolyard)
- Van Morrison (Flamingos, Connection)
- Atlanta Rhythm Section (So In To You)
- Leo Sayer (Hold On)
- Teddy Pendergrass (I Don't Love You)
- Jesse Winchester (Braeza)
- Brothers Johnson (Strawberry)
- Mink DeVille (Mixed Up)
- Greg Allman (Come & Go)
- Dan Fogelberg
- Southside Johnny (For Real)

- Adds:**
 Suzy & The Red Stripes — Seaside Woman — Epic

KFWD-FM — DALLAS — Tim Spencer

- Most Active:**
 Fleetwood Mac
 Kenny Loggins (Lady Lusk, Love, People Lie)
 Steve Miller Band (Sacrifice, Stake, Jungle Love)
 Dan Fogelberg (Love Gone By, Promises, Lessons)
 Little Feat
 Heart (Love Alive, Barracuda)
 Cat Stevens
 Ronnie Raitt
 10cc (Cold As Ice, Benefit, Good Morning)
 Rita Coolidge (Higher & Higher, All Alone)
 Brothers Johnson (Strawberry)
 Moody Blues
 Greg Allman (Cryin', Coma & Go, Lessons)
 Eagles
 Pink Floyd
 Bad Company
- Adds:**
 Roy Buchanan — Loading Zone — Atlantic
 Rusty Wier — Stacked Deck — Columbia
 John Klemmer — Lifestyles — ABC
 Crusaders — Free As The Wind — ABC
 PFM — Jet Lag — Elektra
 Pat Travers — Makin' Magic — Polydor

KZEW-FM — DALLAS — Mike Hedges

- Most Active:**
 Fleetwood Mac (Don't Stop, Dreams, Gold Dust)
 Crosby, Stills & Nash (Just A Song, Dark Star)
 Bad Company (Burnin', Morning, Leaving)
 Bonnie Raitt (Runaway, Gambling Man)
 Steve Miller Band (Jet Airliner, Sacrifice, Swingtown)
 Greg Allman (Come & Go, Sweet Feeling)
 Jeff Beck With Jan Hammer (Blue Wind, Woman)
 Peter Frampton (I'm In You, St. Thomas)
 Eagles (Fast Lane, Hotel)
 Dave Mason (So High, Let It Flow)
 Weather Report (Birdland, Ramark)
 Balcones Fault (Fooled, Hat On)
 Utopia (Jealousy)
 Hollies
 Kenny Loggins
 Les Dudek
 10cc
 Jimmy Buffett
 Bob Seger
 Isley Brothers
- Adds:**
 Rusty Wier — Stacked Deck — Columbia
 Alexis — MCA
 Ted Nugent — Cat Scratch Fever — Epic
 Cliff Richards — Every Face Tells A Story — MCA
 Mink DeVille — Capitol
 Brothers Johnson — Right On Time — A&M
 Isley Brothers — Go For Your Guns — T-Neck/Epic
 Hollies — Epic

KADI-FM — ST. LOUIS — Pete Peris

- Most Active:**
 Steve Miller Band (Stake, Jungleland)
 Fleetwood Mac
 Dave Mason (Time, Mystic)
 Eagles
 Bonnie Raitt (Leave Home, Runaway)
 Cat Stevens
 Heart (Barracuda, Little Oueen)
 Crosby, Stills & Nash (Just A Song, Dark Star) (45)
 Ram Jam (Black Batty) (45)
 10cc (Good Morning, Modern Man)
 Pater Frampton (I'm In You, St. Thomas) (45)
 Alice Cooper (Tonight, You & Me)
 The Outlaws (Hurry Sundown)
 Brownsville Sta'Ion (Lady, Martien)
 Dan Fogelberg (Loosa Ends, Love)
 Kenny Loggins (Lady Luck)
 Poco (Indian Summer)
 Foreigner
 Supartrem
- Adds:**
 James Taylor — Handy Man (45) — Columbia
 Greg Allman — Playin' Up A Storm — Capricorn
 Rusty Wier — Stacked Deck — Columbia
 Alexis — MCA
 Ted Nugent — Cat Scratch Fever — Epic
 Judas Priest — Sin After Sin — Columbia

KSHE-FM — ST. LOUIS — Ted Habeck

- Most Active:**
 Bad Company
 Detective
 Foreigner
 Brownsville Station
 Fleetwood Mac
 Dave Mason
 Supertromp
 Steve Miller Band

- Frankie Avalon
 REO Speedwagon
 Cat Stevens
 Chilliwack
 Little Feat
 Rough Diamond
 Heart (Barracuda)
Adds:
 Max Webster — Mercury
 Ted Nugent — Cat Scratch Fever — Epic
 James Taylor — Handyman (45) — Columbia

WDVE-FM — PITTSBURGH — Marsy Posner

- Most Active:**
 Fleetwood Mac
 Emerson Lake & Palmer (Fanfare, Pirates)
 Crackin' (Beautiful Day, Alright)
 Foreigner
 Peter Frampton (45)
 Crosby, Stills & Nash
 Peter Gabriel
 Marshall Tucker Band
 Steve Miller Band
 Cat Stevens
 Dave Mason
 The Beatles
 Les Dudek
 Weather Report
 The Outlaws
 Poco
 10cc
 Alice Cooper
 Rough Diamond
- Adds:**
 Danny O'Keefe — American Roulette — WB
 UFO — Lights Out — Chrysalis
 Cliff Richards — Every Face Tells A Story — MCA
 Jesse Winchester — Nothing But A Breeze — Bearsville
 Pat Travers — Makin' Magic — Polydor
 Bee Gees — Here At Last — RSO
 Ted Nugent — Cat Scratch Fever — Epic

WYDD-FM — PITTSBURGH — Steve Downes

- Most Active:**
 The Outlaws
 Michael Stanley Band
 Foreigner
 Roy Buchanan
 Steve Miller Band
 Cat Stevens
 Crackin'
 Bob Marley & Wailers
 Fleetwood Mac
 Moody Blues
 Little Feat
 Dave Mason
 Atlanta Rhythm Section
 Bonnie Raitt
 Rough Diamond
 Poco
 Dan Fogelberg
 Marshall Tucker Band
- Adds:**
 American Flyer — Spirit Of A Woman — UA
 Mink DeVille — Capitol
 Pat Travers — Makin' Magic — Polydor
 Brothers Johnson — Right On Time — A&M

KLOL-FM — HOUSTON — Sandy Mathleson

- Most Active:**
 Heart (Kick It Out, Sylvia)
 Steve Miller Band (True Fine Love, Wish Upon)
 Bad Company (Burnin' Sky)
 Cat Stevens (Crazy, Star)
 Atlanta Rhythm Section (Georgia Rhythm, Neon Nites)
 Foreigner (Cold As Ice, Fool)
 Charlie (Turning, No Chance)
 Little Feat (Streamliner, New Delhi)
 Bonnie Raitt (Runaway)
 Van Morrison (Joyous, Flamingo)
 Greg Allman (Cryin' Shame, Sweet Feeling)
 Dave Mason (Mystic, Let It Flow)
 Jethro Tull (Velvet, Whistler)
 10cc (People)
 Jimmy Buffett (Tampico)
 Walter Egan (Yes I Guess)
 Marshall Tucker Band (Desert, Stranger)
 Bob Seger (Papa)
 Les Dudak (Judge Junes)
 Fleetwood Mac (Gold Dust)
- Adds:**
 John Klemmer — Lifestyles — ABC
 Neil Young — American Stars & Bars — WB
 Leon & Mary Russell — Make Love To The Music — WB
 Ted Nugent — Cat Scratch Fever — Epic
 Max Webster — Mercury
 PFM — Jet Lag — Elektra
 James Taylor — Handy Man (45) — Columbia

KPFT-FM — HOUSTON — Jimmy Burch

- Most Active:**
 Bob Marley & The Wailers (So Much Things To Say)
 Ben Sidran (Get It Yourself)
 Ramsey Lawlis (Spring High)
 Illusion (Road To Freedom)
 Gary Bruton (Sea Journey)
 Jess Roden Band (In A Circle)
 Kenny Coy (Big White Bird)
 Lemont Dozer (Going Back To My Roots)
 Mickey Thomas (Baby, I Caught You)
- Adds:**
 Gal Hawkins — Chess
 Denny Laine — EMI
 Meters — WB
 Status Quota — Capitol
 The Crusaders — ABC
 Charles Earland — Mercury
 Dan Fogelberg — Epic
 PFM — Jet Lag — Asylum
 UFO — Lights Out — Chrysalis
 Flore Purtim — WB

WMMS-FM — CLEVELAND — Shelly Stills

- Most Active:**
 Dan Fogelberg

- Greg Kihn
 Mink DeVille
 Fleetwood Mac
 The Beatles
 Foreigner
 Andrew Golo
 Peter Gabriel
 Heart
 Isley Brothers
 Dave Mason
 Michael Stanley
 Bob Seger
 Southside Johnny
 Starz
 Tubes
 10cc
 Steve Miller Band
 Emerson Lake & Palmer
 Walter Egan

- Adds:**
 Dictators — Manifest Destiny — Elektra
 Denny Laine — Holly Days
 Ted Nugent — Cat Scratch Fever — Epic
 Wet Willie — Left Coast Live — Capricorn
 James Taylor — Handy Man (45) — Columbia

M105-FM — CLEVELAND — Eric Stevens

- Most Active:**
 Eagles
 Bad Company
 Fleetwood Mac
 Foreigner
 Southside Johnny
 Dave Mason
 The Beatles
 Pablo Cruise
 Bob Seger
 Steve Miller Band
 Andrew Gold
 Michael Stanley
 Moody Blues
 Heart
 10cc
 Jennifer Warnes
 Starz
 Supertramp
 Climax Blues Band
 England Dan & John Ford Coley
- Adds:**
 Ted Nugent — Cat Scratch Fever — Epic
 Pete Carr & Lennie LeBlanc — Midnight Light — Big Tree

KEZY-FM — ANAHEIM — Ron Burnstein

- Most Active:**
 Frankie Miller
 Flame
 Southside Johnny & Asbury Jukes
 Al Stewart
 Mickey Thomas
- Adds:**
 Waylon Jennings — Oh, Waylon — RCA
 Illusion — Out Of The Mist — Island
 Clover — Unavailable — Vertice
 Ben Sidran — The Doctor Is In — Arista
 Greg Kihn — Greg Kihn Again — Beserkley
 Anny Kerwin — Amherst
 Alexis — MCA
 Welcome — Would You Find The Time — Jody

KBPI-FM — DENVER — Jean Valdez

- Most Active:**
 Fleetwood Mac
 Steve Miller Band
 Dan Fogelberg
 Little Feat
- Adds:**
 The Outlaws — Hurry Sundown — Arista
 James Taylor — Handy Man (45) — WB

WEBN-FM — CINCINNATI — Denton Marr

- Most Active:**
 Emerson Lake & Palmer (Fanfare, C'est La Vie, Lend Love)
 Fleetwood Mac (Dreams, Never Goin', Second Hand)
 Steve Miller Band (Airliner, Stake, Swingtown)
 The Beatles
 Jimmy Buffett (Margaritaville, Changes, Republic)
 Heart (Barracuda, Kick It Out, Love Alive)
 Kenny Loggins (I Believe, Melody, Lady Luck)
 Bonnie Raitt (Runaway, Forgiveness, Three Time Loser)
 Weather Report (Birdland)
 Dan Fogelberg (Once Upon, Promise)
 Foreigner (Long May, Head Knocker)
 Little Feat (New Delhi, Old Folks, Roller)
 Boz Scaggs (Lido Shuffle)
 Stevie Wonder (Sucker)
 Cat Stevens (Schoolyard, Jamaica, Star)
 Atlanta Rhythm Section (So In To You)
 Dickey Betts (Out To Get, California Blues)
 10cc — Good Morning, Honeymoon, Rendezvous)
 Johnny Guitar Watson
 Pousette-Dart Band
- Adds:**
 James Taylor — Handy Man (45) — Columbia
 Greg Kihn — Again — Beserkley
 John Klemmer — Lifestyles — ABC
 Bob Marley & Wailers — Exodus — Island
 The Outlaws — Hurry Sundown — Arista
 Johnny Guitar Watson — A Real Mother For Ya — DJM

KOME-FM — SAN JOSE — Dana Jang

- Most Active:**
 Greg Allman
 Dan Fogelberg
 Heart
 Steve Miller Band
 The Outlaws
 Cat Stevens
 Pat Travers
 The Tubes

- UFO
Adds:
 Ted Nugent — Cat Scratch Fever — Epic
 Captain Beyond — Dawn Explosion — WB
 Mink DeVille — Capitol
 Robin Ford — La International
 PFM — Jet Lag — Asylum
 Bob Marley & The Wailers — Exodus — Island
 Howard Wales — Race With The Sun — Coastal
 James Taylor — Handy Man (45) — Columbia

KSJO-FM — SAN JOSE — Paul Wells

- Most Active:**
 Nils Lofgren
 The Tubes
 Bryan Ferry
 Foreigner
 Greg Kihn
 Steve Miller Band
 Frankie Miller Band
 Les Dudek
 Mahogany Rush
 Golden Earring
 Pat Travers
 Heart
 Bonnie Raitt
 Little Feat
 Alice Cooper
- Adds:**
 Dictators — Manifest Destiny — Asylum
 PFM — Jet Lag — Asylum
 David Cloverdale — Attic
 David Dundas — Chrysalis
 Judas Priest — Sin After Sin — Columbia
 Moxie — Mercury
 Max Webster — Mercury
 American Flyer — Spirit Of A Woman — UA

WMC-FM — MEMPHIS — Ron Olson

- Most Active:**
 Barry Manilow
 Isley Brothers (Guns, Livin')
 Steve Miller Band (Sacrifice, Jungle Love, Airliner)
 Fleetwood Mac (Dreams, Never Goin')
 Waylon Jennings (Kuchenbach)
 Eagles (Fast Lane, Hotel)
 Brothers Johnson (Right On, Runnin')
 Foreigner (Headknocker, First Time)
 Cat Stevens (Star, Schoolyard)
 Bonnie Raitt (Runaway, Two Lives)
 Heart (Barracuda, Cry To Me)
 Jerry Jaff Walker (Rodeo, Bojangles)
 Little Feat (Rocket, Old Folks)
 Jesse Winchester (Breeza, Bowlin' Green)
 Dan Fogelberg (Nether Lands, Sketches, Lessons)
 Marshall Tucker Band (Love Song, Desert)
 Dave Mason (Let It Flow, Seasons)
 The Outlaws (Sundown, Heart Talkin')
 Poco (Dance, Stay)
 Kenny Loggins (People Lie, Lady Luck)
- Adds:**
 Sanford Townsend Band — Smoke From A Distant Fire (45) — WB
 Susie & The Red Strips — Seaside Woman — Epic
 Mac McAnally — Ariola
 American Flyer — Spirit Of A Woman — UA

WKDA-FM — NASHVILLE — Jack Crawford

- Most Active:**
 Fleetwood Mac (Chain, Dreams)
 Steve Miller Band (Airliner, Swingtown)
 Emerson Lake & Palmer (Nobody, Lend Love)
 Dan Fogelberg (Once Upon, Nether Lands)
 Eagles (Resort, Victim)
 The Beatles
 Peter Gabriel (Solsbury)
 Waylon Jennings (Luckenbach)
 Bonnie Raitt (Runaway)
 Dave Mason (So High, Disagree)
 Cat Stevens (Schoolyard, Jamaica)
 Kansas (Wall, Mind)
 Brothers Johnson (Strawberry, Runnin')
 Little Feat (Roller, Streamliner)
 Jethro Tull (Velvet, Songs)
 Dickey Betts (Get Me, Nothing)
 Kenny Loggins (Lady, Celebrate)
 Heart (Barracuda, Little Oueen)
 LeBlanc & Carr (Something, Falling)
 10cc — Modern Man, Rendezvous
- Adds:**
 Dixie Dreggs — Capricorn
 James Taylor (Handy Man (45) — Columbia

KREM-FM — SPOKANE, WA — Don Adair

- Most Active:**
 Fleetwood Mac
 Steve Miller Band
 Cat Stevens
 Van Morrison
 Al DiMeola
 10cc
 Kenny Loggins
 Emerson Lake & Palmer
 Supertramp
 Pablo Cruise
 Dave Mason
 Heart
 Marshall Tucker Band
 Jesse Colin Young
 Bonnie Raitt
 Greg Allman
- Adds:**
 Eddie Rabbitt — Rabbitt — WB
 Ted Nugent — Cat Scratch Fever — Epic
 Greg Kihn — Again — Beserkley
 Brothers Johnson — Right On Time — A&M
 Don Cherry — Hear & Now — Atlantic
 Keith Jarrett — Staircase — ECM
 Pat Mething — Water Colors — ECM
 American Flyer — Spirit Of A Woman — UA
 Bill Evans — Quintesence — Fantasy

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

	This Week	To Date
1. DA DO RON RON — SHAUN CASSIDY — CURB	17%	63%
2. DO YOU WANNA MAKE LOVE — PETER McCANN — 20th CENTURY	12%	53%
3. WHATCHA GONNA DO? — PABLO CRUISE — A&M	12%	45%
4. HIGHER AND HIGHER — RITA COOLIDGE — A&M	11%	45%
5. HANDY MAN — JAMES TAYLOR — COLUMBIA	11%	11%
6. KNOWING ME, KNOWING YOU — ABBA — ATLANTIC	9%	50%
7. THE KILLING OF GEORGIE — ROD STEWART — WB	9%	14%
8. LOOKS LIKE WE MADE IT — BARRY MANILOW — ARISTA	8%	86%
9. MARGARITAVILLE — JIMMY BUFFETT — ABC	8%	71%
10. YOU AND ME — ALICE COOPER — WB	8%	31%
11. I JUST WANT TO BE YOUR EVERYTHING — ANDY GIBB — RSO	7%	49%
12. I'M IN YOU — PETER FRAMPTON — A&M	6%	77%
13. BLACK BETTY — RAM JAM — EPIC	6%	14%
14. BARRACUDA — HEART — PORTRAIT	6%	13%
15. PEACE OF MIND — BOSTON — EPIC	5%	52%
16. MY HEART BELONGS TO ME — BARBRA STREISAND — COLUMBIA	5%	44%
17. ALL YOU GET FROM LOVE IS A LOVE SONG — CARPENTERS — A&M	5%	24%
18. AMARILLO — NEIL SEDAKA — ELEKTRA	5%	17%
19. YOU'RE MY WORLD — HELEN REDDY — CAPITOL	5%	16%

STATIONS ADDING THIS WEEK

WAKY, KFRC, WNOE, Z-96, KJR, KLEO, KRBE, WPGC, 130, O-94, WLS, KERN, WKY, WCAO, WDRC, WBT, KPAM.

WCAO, WKY, KNDE, KTAC, 130, WPGC, Z-93, KIMN, WKBW, KJR, WBBF, KPAM.

KTLK, WOXI, Z-93, 99X, KPAM, WZUU, WAPE, B-100, WBBO, KJRB, KERN, WSGN.

KXOK, KFRC, WPGC, KSLO, WAPE, WAYS, WCOL, WSGA, WPIX, WLAC, WAKY.

KLIF, KILT, CKLW, WVBF, WKLO, WAYS, WMAK, WAVZ, WFOM, WPRO, KERN.

WIFI, WPGC, WNCI, WAKY, B-100, WISM, WNDE, WGH, KING.

130, KJR, WRKO, WGH, WKLO, WMAK, WBBQ, KTAC, 99X.

Y-100, KYA, CKLW, KILT, WRKO, KSTP, WNOE, WDRO.

WDRC, KXXK, WIRL, WSAI, WOW, KFRC, WNDE, KING.

WTIX, WISM, WZUU, WHHY, WERC, KNDE, WCOL, WBBF.

KILT, KSLQ, WMPS, WPEZ, WKBW, KJRB, WERC.

O-102, 130, WISM, WMET, WHBQ, KSTP.

WDRO, KAKC, WING, WFOM, WERC, KERN.

WPIX, KTAC, WING, WAPE, KAKC, WKLO.

WISM, KIMN, KLEO, KXXK, KDWB.

WFOM, KNDE, WSQN, KIMN, Z-96.

KRBE, WMAK, KDWB, WING, WGH.

KCBO, KAKC, WING, WBBO, KEEL.

WQXI, WBBQ, WING, WLEE, KAKC.

RADIO ACTIVE SINGLES

- LOOKS LIKE WE MADE IT — BARRY MANILOW — ARISTA**
WSAI 12-7, WPGC 22-17, Z-93 23-15, WING 24-13, KPAM 30-24, WOKY 18-12, WVBF ex-23, WSGN ex-29, WAKY ex-29, KTLK 14-8, WCAO 20-13, WKY 20-14, KERN ex-25, WERC ex-26, O-102 15-9, KDWB 19-13, WLS 11-9, WCOL 18-10, WIRL ex-23, WQXI 20-14, O-94 ex-30, KJR 21-16, 130 20-15, WNCI 23-17, WHHY 13-7, B-100 ex-27, KIMN 28-20, WKBW 16-10, WAYS 21-14, WMPS 21-17, WIFI 21-14, KSLQ 22-17, WNOE 16-11, WMET 12-8, WIBG 23-19, WKLO 14-9.
- I'M IN YOU — PETER FRAMPTON — A&M**
WIFI 24-20, WNOE 30-24, KFRC ex-25, WRKO 24-18, WVBF 18-14, KPAM ex-25, KSLQ ex-32, WOAM 30-25, WDRC ex-29, KTLK 18-13, WCAO 28-23, WKY ex-16, KERN ex-28, WLS 36-28, WFIL 26-21, WCOL 28-18, WFOM ex-37, O-94 ex-27, WSAI 29-24, WPGC ex-28, Z-93 ex-30, WAVZ 24-19, WING 9-1, KRBE ex-28, WTIX 27-24.
- UNDERCOVER ANGEL — ALAN O'DAY — PACIFIC**
WHBO 20-15, 99X 26-20, KSTP 15-11, WIBG 19-9, KING 12-5, Z-93 20-13, WING 14-8, KRBE 17-8, B-100 17-8, WAYS 24-16, WPEZ 18-12, KJR 14-10, WISM 11-6, WIFI 18-13, WABC 41-32, KDWB 27-12, KNDE 16-11, KTAC 18-12, WFOM 29-22, KEEL 23-12, 13Q 18-14, WNCI 9-1, WSAI 26-19, WPGC 11-3.
- LONELY BOY — ANDREW GOLD — ASYLUM**
KING 9-2, WIBG 13-6, WNDE 27-9, FM-92 10-3, 99X 27-12, WHBQ ex-22, WAPE ex-17, KILT 16-10, WABC 20-12, WIFI 17-9, KJR 11-6, WPEZ 15-11, WKBW 12-7, WQAM 18-13, WERC 8-2, KDWB 18-6, WLS 13-10, WFOM 24-18, KEEL 17-10, WSAI 17-10, Z-93 18-14, B-100 17-8.
- DA DO RON RON — SHAUN CASSIDY — CURB**
KLIF 20-16, WNDE 11-5, WHBQ ex-24, WOKY 8-2, KSLO ex-24, WQAM 21-13, WBBF ex-27, WERC 17-10, WFIL 11-7, WCOL 9-1, WIRL 15-10, WQXI 21-13, KNDE ex-20, KJRB ex-20, WFOM 30-24, Z-93 27-20, WMAK ex-30, WING 37-27, WHHY 9-3, WMPS 28-19, WIFI 29-15, WAPE 30-24, WMET 23-12.
- JET AIRLINER — STEVE MILLER BAND — CAPITOL**
WOAM 27-22, WDRC 11-4, KFJZ 22-13, WPIX 16-8, WLS 17-13, KJRB 12-6, WNCI 17-11, WSAI 16-12, WAVZ 12-7, KIMN 12-8, WPEZ 34-30, WLEE ex-36, WMET 17-13, KLIF 27-22, 99X 16-11, FM-92 28-17, WOKY 29-20, KSLQ 29-19.

SECONDARY RADIO ACTIVE

Titles listed below are receiving strong radio support from key secondary stations around the country.

- BARRACUDA — HEART — PORTRAIT**
Adds: WTLB, WORD, WING, WKWK, WGLF, WCRO, KRKE, WRJZ, KKLS, KAKC; Jumps: WFLB 35-26, WRFC 22-16, WEBC ex-27, KSTT ex-37, KVOX ex-24
- JUST A SONG BEFORE I GO — CROSBY, STILLS & NASH — ATLANTIC**
Adds: KRIB, KEIN, WRFC, KQWB, WAVZ, WEAO, WLOF, WING, WRJZ, KAKC, WDBQ; Jumps: WCUE 36-31, WAIR ex-28, KKLS ex-28, WAUG ex-28
- YOU MADE ME BELIEVE IN MAGIC — BAY CITY ROLLERS — ARISTA**
Adds: WCRO, WGUU, KELI, KSLY, WTLB, WQPD, WCUE, KQWB, WJET, WLOF, WING, KRSP, WKWK
- HANDY MAN — JAMES TAYLOR — COLUMBIA**
Adds: 98Q, WKIX, WISE, WAIR, KAFY, WAVZ, WFOM, KSTT, WFLB, KVOX, WGLF, WJON
- THE KILLING OF GEORGIE — ROD STEWART — WB**
Adds: WORD, WAIR, WEBC, WQPD, KSTT, WFLB, KRSP, KSLY, KVOL, WAUG
- TELEPHONE MAN — MERI WILSON — GRT**
Adds: 98Q, WCUE, KAFY, WAAV, KINT, WAUG; Jumps: KELI 27-12, WFLB ex-10¹/₂, WKIX ex-29
- EASY — COMMODORES — MOTOWN**
Adds: WKIX, WCUE, WAVZ, WLOF, WFBR, WGLF; Jumps: WHNN 29-10, WFLB 22-13, WQPD ex-37
- WATCH CLOSELY NOW — KRIS KRISTOFFERSON — COLUMBIA**
Adds: WTLB, KELI; Jumps: KVOX 19-14, KRSP 26-17, WING 43-36, WQPD ex-36, WCUE ex-38, WMFJ ex-31
- BLACK BETTY — RAM JAM — EPIC**
Adds: WORD, WFOM, WING, WABB, WCRO, KAKC; Jumps: KVOL 3-1, WAUG ex-28
- ALL YOU GET FROM LOVE IS A LOVE SONG — CARPENTERS — A&M**
Adds: KRIB, KCRS; Jumps: 14-RKO 20-16, WISE 29-24, WQPD ex-35, WAAV ex-30, WFLB ex-34
- PEOPLE IN LOVE — 10CC — MERCURY**
Adds: WTRY, WBG, WLOF, WING, WKWK, KAAY; Jumps: WFLB ex-32
- TELEPHONE LINE — ELECTRIC LIGHT ORCHESTRA — UA**
Adds: WQPD, KSTT, WFLB, KVOX, WABB, KELI, WRJZ

A&M: IN THE AIR

After our biggest year yet, 1977 is shaping up to be even bigger. At this very moment, staggering reorders of singles and albums are winging their way to outlets everywhere. At this very moment, radio airwaves are filled with A&M music. At this very moment, the word in the air is "A&M." At this very moment, *A&M is hot.*

HERE'S WHY:

PETER FRAMPTON

"I'm In You" (AM 1941)

From the album,

"I'm In You" (SP 4704)

Produced by Peter Frampton

RITA COOLIDGE

"Higher... Higher" (AM 1922)

From the album,

"Anytime... Anywhere" (SP 4616)

Produced by David Anderle

SUPERTRAMP

"Give A Little Bit" (AM 1938)

From the album,

"Even In The Quietest Moment" (SP 4700)

Produced by Supertramp

PABLO CRUISE

"Whatcha Gonna Do?" (AM 1920)

From the album,

"A Place In The Sun" (SP 4625)

Produced by Bill Schnee

CAPTAIN & TENNILLE

"Come In From The Rain" (AM 1944)

From the album,

"Come In From The Rain" (SP 4700)

Produced by Doryl Dragon
Associate Producer Toni Tennille

EVERYWHERE.



CAT STEVENS

"Old Schoolyard" (AM 1948)

From the album,

"Izitso" (SP 4702)

Produced by Cat Stevens
With Dove Kershenbaum

NAZARETH

"This Flight Tonight" (AM 1936)

From the album,

"Hot Tracks" (SP 4643)

Produced by Manny Charlton

CARPENTERS

**"All You Get From Love Is
A Love Song"** (AM 1940)

From their forthcoming new album

Produced by Richard Carpenter
Associate Producer Karen Carpenter

THE BROTHERS JOHNSON

"Strawberry Letter 23" (AM 1949)

From the album,

"Right On Time" (SP 4644)

Produced by Quincy Jones
for Quincy Jones Productions



A&M RECORDS & TAPES

Country Singles, Reviews - Album Reviews

SONNY JAMES (Columbia 3-10551)

In The Jailhouse Now (2:40) (Peer Inter. — BMI) (J. Rogers)

The background vocals, musical instruments and sound system were all handled by inmates at the Tennessee state prison outside of Nashville. Just one of many fine cuts from Sonny's concept album recorded live.

ELVIS PRESLEY (RCA JB-10998)

Pledging My Love (2:50) (Leon Pub. Co. Division of ABC Dunhill — BMI) (Frddinand Washington/Don Robey)

Way Down (2:37) (Ahab Music Inc. — BMI) (Layng Martine Jr.)

It's hard to foresee which side of this Elvis single will get the most country airplay. "Pledging My Love" is the pop standard done in the smooth Elvis style and will probably impress country programmers. However, "Way Down" has a strong beat and rich vocals tailored to a diversified listening group.

STARLAND VOCAL BAND (Windsong JH-10992)

Liberated Woman (3:00) (Cherry Lane Music — ASCAP) (Bill Danoff)

The excellent guitar work and vocals carried in a smooth pop/country style should make this single very acceptable at country radio.

MAYF NUTTER (Crecendo GNP809)

Goin' Skinny Dippin' (2:25) (Neil Music — BMI) (Mayf Nutter)

Mayf should ride the country charts this summer with a lighthearted up-tempo tune he wrote himself. Listening to the lyric, it could only come from experience.



CARL SMITH — **This Lady Loving Me** — Hickory AH-44005
Producer: Wesley Rose — List: 5.98

Superb production gives this LP the old one-two punch of solid country rhythm and strong lyric. Smith steps out on the title cut, "There Stands The Glass," as well as "Away With Words," "Give Me Liberty," "Til I Stop Needing You" and "Loose Talk." All around Quality.



JOHNNY CARVER — **The Best Of Johnny Carver** — ABC/Dot DO-2083 — **Producer: Ron Chancey — List: 5.98**

Ron Chancey's lilting production and Carver's approach to a love song ("Sweet Old Lady Of Mine"), plus hum-alongs "Afternoon Delight" and "Yellow Ribbon" and the current single "Living Next Door To Alice" combine to satisfy an appetite for sweets.



DARRELL McCALL — **Lily Dale** — Columbia KC-34718 — **Producers: Darrell McCall and Buddy Emmonds — List: 5.98**

McCall's debut makes him a strong contender for the two-step shuffle groove so popular in road house jukeboxes. The depth is reminiscent of several country stylists but on the up-tempo tunes like "It's My Lazy Day," "Pins And Needles" and "Please Don't Leave Me" (which features a duet with Willie Nelson), Darrell gets hold of a good sound.



JIM WEST — **Good Things Goin' Down** — Home Comfort Records HC-1011A — **Producers: Cliffie Stone and Bob Johnson**

Contains some good country material with original and laid-back delivery like country music sung down home. "California Girl," "Another Night Of Cheatin'" "Hollywood Cowboy" and "Her Arms Are Always Warm" are the best prospects. An interesting release from this out-of-the mainstream label that should please the dedicated country music fan.

Additional Releases

ROY HEAD (ABC-Dot DO-17706)

Julianne (2:22) (Brougham Hall Music/Golden Horn Music — BMI) (Roger Bowling/Bill Emerson)

ENGELBERT HUMPERDINCK (Epic 8-50365)

Goodbye My Friend (3:27) (Silver Blue Pro./Music Ltd. — ASCAP) (A. Bernstein/R. Adams)

JACK BLANCHARD & MISTY MORGAN (United Artists UA XW-1004)

Living Together (3:22) (Hall Clement Pub. Division of Vogue — BMI) (J. Blanchard)

JOHNNY CARVER (ABC-Dot DO-17707)

Down At The Pool (2:50) (Low Ball Music — ASCAP/High Ball Music — BMI) (Bud Reneau/Don Goodman)

GRANT TURNER (Scorpion SC-0532)

I Remember (3:30) (Brim Music — SESAC) (Ronnie McDowell/Ricky McDowell/Tommy Johnson)

DR. HOOK (Capitol P-4423)

Walk Right In (3:04) (Peer Int. Corp. — BMI) (Cannon Woods/Svanoe-Daring)

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- ★ July 9—E.T.'s Record Shop Show—WSM
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RETAIL LP SELLING PRICES

Atlanta

At **Franklin Music** (3 locations), these features: the Jimmy Buffett and Climax Blues Band catalogs for \$3.99/\$4.99 tape; the latest LPs by Denny Laine and Sweet for \$3.99/\$4.99 tape; and four Capitol LPs, including the newest albums by Linda Ronstadt, Steve Miller and Helen Reddy and the "Beatles At The Hollywood Bowl" (all \$7.98 list) for \$4.99 per LP or tape. At **Musciand**, the latest LPs by Kenny Loggins and Dave Mason for \$3.99/\$5.99 tape, and the latest album by Heart (\$7.98 list) for \$4.97/\$5.99 tape. At **Radio Shack** stores, assorted budget LPs for \$1.79. (Sunday *Atlanta Journal and Constitution*).

Baltimore

At **Korvettes** (4 locations), these features over three pages: multi-label sale (including WEA, ABC, Motown, Arista and CTI) for \$3.99/\$5.99 tape; eight "Super Specials," including the latest LPs by Boston, Al Stewart, Gladys Knight, Norman Connors and Kansas, Steve Miller's "Fly Like An Eagle," "The Best Of The Doobie Brothers" and "The Eagles' Greatest Hits" for \$2.99; six "Holiday Specials," including the latest LPs by George Benson, the Ohio Players, Paul Anka, Pink Floyd, and Peter Frampton and Kiss' "Alive" (all \$7.98 list) for \$3.88; the latest LP by Dean Friedman for \$3.64; "Barry Manilow Live" (2 LPs/\$11.98 list) for \$6.99 and the rest of the Manilow catalog for \$3.64; the latest LPs by Kingfish and Kenny Rogers for \$3.64; 11 cassette and 8-track tapes, including the latest releases by Bonnie Raitt, Cat Stevens and Daryl Hall & John Oates (all \$7.98 list) for \$4.88; and the tape of "Marvin Gaye Live" (\$9.98 list) for \$6.88; the latest LP by Elvis Presley and two Presley catalog releases for \$3.99; Elvis' "Aloha From Hawaii" (2 LPs/\$8.98 list) for \$5.99; and Elvis' "A Legendary Performer: Parts I and II" (both \$7.98 list) for \$4.99 each; the latest LPs by Neil Sedaka and George Carlin (\$7.98 list) for \$4.99; the latest release by Emerson Lake and Palmer (2 LPs/\$13.98 list) for \$8.99; and the latest release by Bette Midler (2 LPs/\$11.98 list) for \$7.99. At **Recordmasters** (3), these features: five releases, including the latest LPs by Bob Marley, Daryl Hall & John Oates and the O'-Jays for \$3.99/\$5.79 tape; six releases, including the latest LPs by Cat Stevens, Heart, Steve Miller and the "Beatles At The Hollywood Bowl" (all \$7.98 list) for \$4.99/\$5.79 tape; all Pablo LPs (\$7.98 list) for \$5.19 or two for \$9.98; all Columbia classical LPs for \$4.19 per disc or two for \$7.98; "Barry Manilow Live" (2 LPs/\$11.98 list) for \$7.98; "Here At Last, The Bee Gees Live" (2 LPs/\$11.98 list) for \$7.98/\$8.98 tape; all Angel releases (\$7.98 list) for \$5.19 or two for \$9.98; and the soundtrack to "Porgy And Bess" on RCA Red Seal (\$23.98 list) for \$14.95. At **Musciand**, the latest LPs by Dave Mason and Kenny Loggins for \$4.66/\$5.99 tape, and the latest LP by Heart (\$7.98 list) for \$4.97/\$5.99 tape. At **Montgomery Ward** (7), these features: 10 releases, including the latest LPs by Pablo Cruise, the Brothers Johnson, Joan Armatrading, Elvis Presley, Lou Rawls, Kenny Loggins and Dave Mason for \$3.99/\$5.44 tape; nine releases, including the latest LPs by Steve Miller, Cat Stevens, the Captain and Tennille, the Commodores, Helen Reddy, Natalie Cole and Heart (all \$7.98 list) for \$4.99/\$5.44 tape; and Elvis' "Aloha From Hawaii" (2 LPs/\$8.98 list) for \$5.99/\$7.44 tape. At **Sears** stores, three releases, including the latest LPs by Thelma Houston and Boston for \$3.78; and the latest LPs by Natalie Cole and the Commodores (\$7.98 list) for \$4.78. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Baltimore Sun*).

Boston

At **Musciand** (3 locations), the latest LP by Neil Sedaka (\$7.98 list) for \$4.95. (Sunday *Boston Globe*).

Chicago

At **Musciand** (7 locations), same ad with the identical features and prices that appeared in Atlanta. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Chicago Tribune*).

Cincinnati

At **Twin Fair** stores, assorted 45s for \$.79. (*Cincinnati Post*, May 27 and the Sunday *Cincinnati Enquirer*).

Cleveland

At **Record Theatre** (7 locations), these features over three pages: 18 releases, including the latest LPs by Dean Friedman, Southside Johnny And The Asbury Jukes, Al Stewart, Johnny Guitar Watson, Rufus, the O'Jays, Bootsy Collins and Foreigner for \$3.98; seven releases, including the latest LPs by Fleetwood Mac, Heart, Donna Summer and Steve Miller (all \$7.98 list) for \$4.98; "Barry Manilow Live" (2 LPs/\$11.98 list) for \$7.98 and the rest of the Manilow catalog for \$3.98/\$4.98 tape; the soundtrack to "Rocky" for \$2.98 (one-day sale); and the latest release by Parliament (\$8.98 list) for \$5.98. At **Gold Circle** (7), these features over two pages: 18 C&W releases, including the latest LPs by Willie Nelson, Waylon Jennings, Elvis Presley and Ronnie Milsap for \$3.99/\$4.99 tape; Elvis' "Aloha From Hawaii" (2 LPs/\$8.98 list) for \$5.99/\$6.99 tape; "Jim Reeves: A Legendary Performer" (\$7.98 list) for \$4.99/\$5.99 tape; assorted cutout LPs and tapes for \$1; and assorted 45s for \$.33. At **Camelot Music** (5), these features: eight releases, including the latest LPs by William Bell, Yvonne Elliman and Billion Dollar Babies for \$3.99/\$4.99 tape; and the latest LPs by 10cc and the Ohio Players (\$7.98 list) for \$4.88/\$4.99 tape. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (*Cleveland Plain Dealer*, May 27 and 29).

Dallas

At **K mart** stores, assorted cutout LPs for \$1.97/\$2.88 tape. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (*Dallas Morning News*, May 27 and 29 and the Sunday *Dallas Times-Herald*).

Denver

At **Independent Records**, "grand opening sale" on eight CBS releases, including the latest LPs by Dave Mason, the O'Jays and Dan Fogelberg (\$6.98 list) and Heart (\$7.98 list) for \$3.99. (Sunday *Denver Post*).

Detroit

At **Korvettes** (5 locations), these features: multi-label sale (including WEA, Arista, Motown and ABC) for \$3.99/\$5.99 tape; 10 "Super Specials," including the latest LPs by Daryl Hall & John Oates, Kiss, Bonnie Raitt, Jethro Tull and Al Stewart, the soundtrack to "Rocky," "Best Of The Doobie Brothers," the "Eagles' Greatest Hits" all (\$6.98 list) and the Beatles' "Let It Be" (\$5.98 list) for \$2.99; the latest LPs by Dean Friedman, Kenny Rogers and Kingfish for \$3.64; 24 cassette and 8-track tapes, including the latest releases by Heart, the O'Jays, Flame, Helen Schneider, Cat Stevens, Supertramp, Natalie Cole and Glen Campbell (all \$7.98 list) for \$3.99; the latest release by Barry Manilow (2 LPs/\$11.98 list) for \$6.99 and the rest of the Manilow catalog for \$3.64; and the latest release by the Bee Gees (2 LPs/\$11.98 list) for \$6.99. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Detroit News*).

Houston

No ads appeared in the Sunday *Houston Chronicle*.

Indianapolis

No ads appeared in the Sunday *Indianapolis Star*.

Kansas City

At **Venture** stores, these features: seven releases, including the latest LPs by Frieqner, Leo Sayer and Dave Mason for

\$3.98/\$4.98 tape; three releases, including the latest LPs by Alice Cooper and the Commodores (all \$7.98 list) for \$4.98 per LP or tape; and assorted budget LPs for \$2.99/\$3.99 tape. At **Musciand**, same ad with the identical features and prices that appeared in Atlanta. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Kansas City Star*).

Los Angeles

At **Musci Plus** (15 locations), sale on all Odyssey and Columbia budget LPs, for \$2.69 or two for \$5.00; all Odyssey and Columbia budget tapes for \$3.69 each; and the latest release by Ronnie Laws (\$7.98 list) for \$4.59 LP or tape. At **Musciand** (12), the latest release by Heart (\$7.98 list) for \$4.99 LP or tape; and the latest releases by Dave Mason and Kenny Loggins for \$3.99/\$4.99 tape. At the **Wherehouse** (44), "Stop All That Jazz" by Leon Russell and "Propaganda" by Sparks for \$1.85 each. Warner Bros. ad promoting the latest release by Bonnie Raitt no store tie in, no price included. (Sunday *Los Angeles Times*).

Miami

No ads appeared in the Sunday *Miami Herald*.

New Orleans

At **Tape City U.S.A.** (5 locations), three "albums of the day," including "Frampton Comes Alive" (\$7.98 list) for \$4.49/\$5.49 tape; and the latest release by ELP (\$13.98 list) for \$5.49/\$6.49 tape. (Sunday *New Orleans Times-Picayune*).

New York

At **Record World** (6 locations), all-label sale for \$3.99; all \$7.98 list LPs for \$4.99; and nine "Super Specials," including the latest LPs by Kenny Rankin, Dolly Parton, Helen Schneider, Jeff Beck, McCoo/Davis, Celi Bee and the Climax Blues Band, Poco's "Indian Summer" and Joe Walsh's "Live" for \$2.99. At **Jimmy's Music World** (34), 23 releases, including the latest LPs by Gladys Knight, the Isley Brothers, Dave Mason, Cloud One, William Bell, the O'-Jays, Moments, Graham Central Station, Bread, Johnny Guitar Watson, Tavares, Norman Connors, Abba, the Atlanta Rhythm Section, Boston, Moment Of Truth, Marlena Shaw, B.T. Express, the Manhattan, the Tramps and Cerrone and "Abba's Greatest Hits" and "Natalie Cole" for \$2.99. At **Mays** stores, the latest LPs by the Eagles (\$7.98 list), Rufus, Tavares and Jethro Tull for \$2.87. At **Alexander's** stores, all-label sale for \$3.64; and the latest LPs by Cat Stevens, Marvin Gaye, George Benson, Steve Miller, Donna Summer and the "Beatles At The Hollywood Bowl" (all \$7.98 list) for \$2.99; and the latest LPs by T-Connection, the O'Jays, Lou Rawls and Teddy Pendergrass for \$2.99. At **A&S** stores, these features: the latest LPs by Dave Mason, the Miracles, Jeff Beck, Southside Johnny And The Asbury Jukes, Kenny Loggins, Graham Central Station, and Tavares for \$3.99; the latest LP by Steve Miller and the "Beatles At The Hollywood Bowl" (both \$7.98 list) for \$3.99; the latest LPs by Natalie Cole, Fleetwood Mac, Neil Sedaka, Alice Cooper, Pink Floyd, George Carlin and the Eagles (all \$7.98 list) for \$4.99; the latest LP by Leo Sayer for \$4.99; the latest LPs by Teddy Pendergrass and Lou Rawls for \$2.99; and the latest release by ELP (2 LPs/\$13.98 list) for \$7.99. At **Sam Goody** (17), these features over four pages: all-label pop sale for \$3.94; all \$7.98 list pop LPs for \$4.94; all-label classical sale for \$3.69; nine "buy 'em and try 'em" LPs, including the newest albums by Pezband, Sweet, Frankie Miller, Flame, Southside Johnny And The Asbury Jukes, Les Dudek, Pablo Cruise, Kenny Loggins and Walter Egan for \$3.94 and one "buy 'em and try 'em" release by REO (\$7.98 list) for \$4.94; five daily "Super Picks," including the latest LPs by Lou Rawls, Thelma Houston, Tavares, and Dave Mason for \$2.99, and the latest LPs by Fleetwood Mac, the Commodores and

Donna Summer (\$7.98 list) for \$3.99; and the latest release by Barry Manilow (2 LPs/\$11.98 list) advertised for \$6.99 with the rest of the Manilow catalog for \$3.94. At **Korvettes** (30), these features over three pages: all-label sale for \$3.99/\$5.99 tape; 15 "Super Specials," including the latest LPs by Genesis, Sea Level, the Tramps, Abba, Bread, the Stylistics, Rufus, Renaissance, Daryl Hall & John Oates, Jethro Tull, Al Stewart, Gladys Knight, Side Effect, the Brothers Johnson and Shalamar and Barry Manilow's "This One's For You" for \$2.99; 10 "specials," including the latest releases by Marvin Gaye, Kiss, Peter Frampton, Fleetwood Mac, Pink Floyd, George Benson, Bad Company, 10cc, the Ohio Players, and the "Beatles At The Hollywood Bowl" (all \$7.98 list) for \$3.88; five UA and Blue Note releases, including the latest LPs by Kenny Rogers and Kingfish for \$3.88; "Engelbert Sings For You" (2 LPs/\$7.98 list) for \$4.99; "Feelings" by Tony Mottola (2 LPs/\$7.98 list) for \$4.99; the latest releases by Herbie Hancock and Heart (both \$7.98 list) for \$3.88; nine CBS releases, including the latest LPs by Aerosmith, Dave Mason, Kris Kristofferson, Peter Tosh, the Rubinoos and Dan Fogelberg for \$3.88; 13 cassette and 8-track tapes, including the latest releases by the Kinks, 10cc and David Soul (all \$7.98 list) for \$3.99; the tape of the latest release by Parliament (\$8.98 list) for \$5.99; the tape of "Marvin Gaye Live" (\$9.98 list) for \$6.99; and the tape of "Barry Manilow Live" (\$11.98 list) for \$7.99; the latest release by Bob Marley and the rest of the Marley catalog for \$3.88/\$4.99 tape; and the latest release by the Bee Gees (2 LPs/\$11.98 list) for \$5.88 and the rest of the Bee Gees catalog for \$3.88/\$4.99 tape. At **J&R Music World** (2), all \$7.98 list Columbia classical LPs for \$3.99 per disc. (Sunday *New York Times*, Sunday *Daily News* and Sunday *Newsday*).

Philadelphia

At **Sam Goody** (10 locations), these features over three pages: all-label sale for \$3.94; all \$7.98 list LPs for \$4.94; all-label classical sale for \$3.69; nine "buy 'em and try 'em" releases, including the latest LPs by Pezband, Sweet, Frankie Miller, Flame, Southside Johnny And The Asbury Jukes, Les Dudek, Pablo Cruise, Kenny Loggins and Walter Egan, for \$3.94; and one "buy 'em and try 'em" release by REO (2 LPs/\$7.98 list) for \$4.94; five "Daily Super Picks," including the latest LPs by Tavares, Lou Rawls and the Isley Brothers (\$6.98 list) and 10cc and the Eagles (\$7.98 list), for \$2.99; and two "Daily Super Picks," including the latest LP by Fleetwood Mac and the "Beatles At The Hollywood Bowl" (both \$7.98 list), for \$3.99. At **Korvettes** (5), these features: multi-label sale (including WEA, Arista and ABC) for \$3.99/\$5.99 tape; eight "Super Specials," including the latest LPs by Boston, Norman Connors, Kansas, Al Stewart and Gladys Knight, "The Best Of The Doobie Brothers," the "Eagles' Greatest Hits" and Steve Miller's "Fly Like An Eagle," for \$2.99; six "Holiday Specials," including the latest LPs by 10cc, Fleetwood Mac, Bad Company, the Eagles, Pink Floyd and the "Beatles At The Hollywood Bowl" (all \$7.98 list), for \$3.88; the latest LPs by Dean Friedman, Kingfish and Kenny Rogers for \$3.64; the latest release by Barry Manilow (2 LPs/\$11.98 list) for \$6.99 and the rest of the Manilow catalog for \$3.64; eight cassette and 8-track tapes, including the latest releases by Fleetwood Mac, the Brothers Johnson and Thelma Houston (all \$7.98 list), for \$4.88; the tape of the latest release by Parliament (\$8.98 list) for \$5.88 and the tape of the latest release by Marvin Gaye (\$9.98 list) for \$6.88. (Sunday *Philadelphia Bulletin* and Sunday *Philadelphia Inquirer*).

Pittsburgh

At **National Record Mart** stores, the Bobby Vinton catalog on ABC for \$4.99/\$6.97 tape. At **Radio Shack**, same ad

(continued on page 52)

COASTINGS — BRING BACK PAISLEY PRINT!!! — The recent release of three new albums points to a resurgence of interest in the sixties that extends beyond the nostalgia of the intelligentsia, and certainly is not confined to the giant hitmakers of the past. Columbia Records has come out with \$4.98 budget reissues of *The Cryan' Shames'* "A Scratch In The Sky" and "Sugar & Spice," both packaged as the originals in every detail. The reissues came about as a result of an unusual number of requests for the LPs emanating from Chicago, where the group got its start circa 1965-66. We talked to CBS branch sales manager Jim Scully, who was involved in getting the group their original Columbia contract. He reported that the albums are now stocked by most Chicago retailers, who continue to sell records because the group is still playing club dates in the area with three original members, **Tom Doody, Jim Pilster, and Jim Faires**, who were 21, 19 and 18 years old respectively when "Sugar & Spice" was recorded in 1966. Another album in a similar category is "Fallin' Off The Edge" by **The Seeds**, which is a collection of singles and material not included on the group's original five albums for the CNP-Crescendo label. The Los Angeles-based company reports that no Seeds album has ever been "cut out" as such, though orders for the group's catalogs have increased markedly over the past year or so, first in England, and now in many U.S. regions. The new album, a flower-power product down to the cover photos and semi-psychedelic typeface, was assembled because of demand and partially as a promotional item for the catalog. **Sky Saxon**, the Seeds' leader, still hangs about the Sunset Strip, and like the Cryan' Shames, is considering making a push for a new recording contract.

IT'S ALL SETTLED — All legal disputes between **Bruce Springsteen** and former manager **Mike Appel** have been settled out of court. Springsteen is presently recording his fourth album for Columbia Records, co-produced by **Jon Landau**.

DISKERY — **Nils Lofgren's** next for A&M will be a live album recorded in England . . . **Fats Domino** has been signed to UA Records for a three-year, six-album deal . . . **Gladys Knight & The Pips** will be working on solo projects in addition to their next group album for Buddah . . . Former **Boxtops** leader **Alex Chilton** has been recording a few sides at Secret Sound for Elektra Records . . . Atlantic to release the debut U.S. LP of South African group **Malombo**, also will distribute "The Beatles — Live! At the Star-Club in Hamburg, Germany: 1962" in the U.S.

PARKS AND PARKING — In a moment of spontaneous generosity, **Dennis Wilson** of the **Beach Boys** promised WNEW-FM's **Scott Muni** that the group would perform a free concert in Central Park, to be sponsored by the station. It came as a windfall, since the **Jefferson Starship**, who had given summer concerts for WNEW for the past two years, has made no plans for a free show in New York this year. **Michael Klenfner**, who organized the Starship shows, was contacted regarding Beach Boys plans (Dennis was noticed at the offices of Atlantic Records later in the afternoon), but the real decision on this or any concert will ultimately be made by the government of New York City. **Ron Delsener's** series of outdoor concerts at the Park's Wollman Memorial Rink are proceeding this year under stringent regulations, and there is some question as to whether the city will grant a permit for a large-scale free concert in Central Park this summer . . . Meanwhile, Dennis has had some problems of his own in the far-away state of Hawaii. While out looking at some ranchland, he left his rented car unattended, noticing nothing in the vicinity but a car carrying a rack of surfboards. When he returned, he found his radio, wallet and his only cassette of his new LP missing. Dennis reportedly can't figure out what would cause a surfer to steal from a Beach Boy.

IN THE SAME BALLPARK — It's no wonder that the **Jefferson Starship** hasn't attempted to play a summer outdoor concert in New York's Central Park, since they're still fighting a battle to perform in Golden Gate Park in their native San Francisco. The playing hasn't been completely squelched, however, as we've been told that anyone who contends that the **Eagles** aren't a baseball team should think twice. On May 29th, Messrs. **Frey, Henley, Meisner, Felder and Walsh** joined **Boz Scaggs** and **Frontline** boss, manager **Irv Azoff** for a game of softball against **Bill Graham**, the staff of FM Productions and personalities of KSAN and other Bay Area radio stations. Graham and Azoff argued to the death in their managerial capacities, but the **Eagles** and **Front Line** lost nevertheless. That is, if you discount the showing at Oakland Stadium on May 28 and 30, where the **Eagles** drew a reported 102,000 fans.

BANNED ON THE RUN — With the **Sex Pistols** now signed to Virgin, they no longer have the challenge of landing a label deal, but their problems in the UK are far from over. Their irreverent single "God Save The Queen" barely got past the stamper stage when workers at the CBS pressing plant in England staged a temporary walkout due to the record's "objectionable" contents. Some 50,000 units were pressed, but promotion will not be easy. For one thing, the BBC radio stations are hesitant about playing the single in any but the late-night hours, and the group's manager has reported that certain promoters have been squeamish about putting on a Sex Pistols concert. All this hubbub will certainly serve to increase the Pistols' attractiveness in England, but one wonders whether the impact will be the same here in the States. Will the infamous iconoclasts of punk rock choose some American institution to defame?

MORE PUNKISH PRANKS — **Woody Allen** says, "Those who can't do, teach, while those who can't teach, teach gym." All this must have something to do with notorious rock critic/humorist **Lester Bangs**, who recently crossed the great divide by signing a recording contract with Ork Records. Bangs will bare his soul to the establishment with original tunes like "No Teeth," "Flesh For Sale" and "People Don't Melt." As a journalist who helped pave the way for the Bowery rock scene, Bangs hopes that his debut LP for Ork will establish him as the "Idi Amin Dada" of the Lower East Side.

THE SONG NOT THE SINGER — The tenth anniversary of the release of "Sgt. Pepper's Lonely Heart's Club Band" came by on June 2, and in observance, WNEW-FM's **Dave Herman** played a portion of an interview he had taped with **Ringo Starr** in Monte Carlo. Herman asked the drummer if any of the **Beatles** realized that they might be recording a "milestone" album at the time. The answer seemed to be "no," if not in so many words. Starr said that the Beatles had gone into the studio with the intention of recording a continuous concept pseudo "live performance" LP, but the idea was scrapped, with "Sgt. Pepper's" and "For The Benefit Of Mr. Kite" the sole vestiges of the original concept. Ringo mentioned the careful work that went into the overdubs on each of the separate songs (all in four-track), but in general, he seemed to have found recording the LP an unsatisfying experience, "like playing on someone else's sessions." Starr said the Beatles really did not feel like a band again until the "White Album" and "Abbey Road," which is his favorite.

GETTING FOXY AT TRAMP'S — A pre-recorded crowd roared as a band of aviator-shaped corrective lense wearers (some with beards) were announced as the "winners of the Neal Fox look-alike contest." It was all in fun, as was much of the set performed at a Tramp's, New York showcase by RCA recording artist Fox, whose debut album is titled "A Fooling." A somewhat bland-sounding band and often uninspiring vocals by Fox were offset by his own facile piano work and some sizzling percussion led by the man to whom

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In And Around Cleveland



FLAME DEVOURS CLEVELAND — RCA recording artists **Flame** recently played the **Agora** in Cleveland, Ohio. Pictured after the show are, standing from left: **Dom Violini**, Cleveland branch manager for RCA; **Jimmy Crespo** of **Flame**; **Jimmy Iovine**, **Flame's** producer; **Bill Mulhern**, director of product merchandising for RCA; **Lois Amendola**, **Flame's** manager; **Marge Redmond**, lead singer of **Flame**; **John Paul Fetta** of **Flame**; **Allen Meis**, midwest regional promotion manager for RCA; **Tony Raymond**, **Marge's** husband; an unidentified guest; **T.J. Lambert**, program director of **WGU**; and **Ray Anderson**, division vice-president of promotion for the label. Kneeling from left are: **Eddie Barbato** of **Flame**; **Hank Zarembski**, Cleveland promotion manager for RCA; **Flame's Frank Ruby** and **Michael Abramson**, director of artist development for the label.



CLEVELAND COFFEE BREAK — Asylum recording artist **Tim Moore** stopped in at **WMMs-FM** in Cleveland to record a "Coffee Break Concert" for the station. Shown at the station are (l-r): **Dan Garfinkle**, **WMMs-FM** promotion director; **Moore**; **Shelley Stile**, **WMMs-FM** music director; **Murray Saul**, public affairs director for the station; **John Gorman**, the station's program director; and **Fred Toedtman**, **Elektra/Asylum** promotion representative in Cleveland.



HOW SWEET IT IS — To celebrate **Epic/Sweet City** recording artist **Wild Cherry's** recent sold-out performance in Cleveland, CBS's branch in that city held a party for the group at **Swingo's**, with members of the **Average White Band** included among the guests. Pictured from left are: **Carl Maduri**, president of **Sweet City Records**; **Bryan Bassett**, member of the group; **Jules Belkin**, vice-president of **Belkin Productions**; **Ron Beitle** and **Bob Parissi**, members of the group; **Mike Belkin**, president of **Belkin Productions** and the group's manager; and **Mark Avec**, member of the group.

Black Conference Belies Nonbelievers & Detractors

by Joe Nazel

LOS ANGELES — "We're here because of black radio," announced Don Cornelius, producer of the famed Soul Train television dance show. "I personally feel," he explained, "that most decisions concerning black music have been made by white people. It is time for us, black people, to decide the direction of black music."

Cornelius' words were directed to a large gathering of black radio and record people, representing a cross section of the industry — program directors, station owners, general managers, on-air personalities, record company execs, promotion men and entertainers — who had come together to participate in the first annual Black Radio Exclusive Conference.

Organized by Sidney Miller, publisher of Black Radio Exclusive, the conference was held May 26 thru May 29, at the Hyatt Regency Hotel in Los Angeles.

For Miller, the conference was "a dream come true." He explained, "We are not out to replace NATRA (National Association of Television and Radio Announcers)." And directing himself to the objections raised by detractors and nonbelievers who claim that black conferences are "a waste of time" and "one large party," Miller said, "We are trying to do a turnaround and come together to take care of some serious business."

Self Perpetuation

Sonny Taylor, program director of WWRL in New York, moderated the first radio session, which explored the responsibilities of black radio and the resources available for developing future black radio personnel.

It was Rod McGrew, general manager of KJLH in Los Angeles, who summed up the feelings of all present. "We're not using this powerful medium effectively," McGrew said. "We've got to be more sociologically responsible. We must build an intelligentsia."

"We've got to give the community more than a 'dip to your hip and a glide to your stride.'"

The importance of broadcasting schools then came under fire from the panelists. "A lot of broadcasting schools are a rip-off," offered Jerry Boulding of WVON in Chicago. "They prey on black radio people. A cook is still a cook when he finishes some broadcasting schools."

Boulding's remarks were echoed by McGrew, who said, "Only we in the industry can dictate where the new talent is coming from and it must be an in-house program. We can't expect people to come already prepared."

Up Your ARB

Ken Gross, representing Pulse, and Bill Engel, sales and marketing v.p. for Arbitron, gave slide presentations explaining the methodology utilized by their respective companies in gathering the data for their publications.

The presentations were insightful, although the throng of program directors, station owners and general managers still felt that there were serious flaws in both organizations' methodology.

It was the general feeling that the black market was not properly surveyed and that this was destroying black radio because advertisers used the rating surveys as bibles.

Conglomerate Tapeworm

"Blacks disappear at the policy-making level," said entertainer Ed Townsend, making little attempt to hide his vehemence as he addressed the audience attending the A&R session. "We've got to gain more knowledge of the business so we can expand."

"The conglomerates are destroying the business," Townsend continued. "The conglomerates have eaten up everything. The small businessman cannot compete"

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Reflections 'N Black

The Whispers, Carrie Lucas, Soul Train Gang, LTD, Joe Tex and Johnny Bristol entertained at the Black Radio conference.

The 3rd annual San Diego Kool Jazz festival is scheduled for June 10 & 11 at the San Diego Stadium. Six giant television screens will insure patrons a close-up view of their favorite artist. The Spinners, Natalie Cole, Johnnie Taylor, the Dramatics, and Roy Ayers Ubiquity will open the summer concert. Closing night entertainers will be Gladys Knight And The Pips, Lou Rawls, Tavares, Wild Cherry, and Mighty Clouds of Joy with Jimmie "J.J." Walker acting as guest M.C. Performances will begin at 7:30 p.m. on both nights.

Oneness Of Juju's first album, "Space Jungle Luv," has been released by Black

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GOLDEN BELL — William Bell, businessman/entertainer from Atlanta, Georgia, dropped in to Cash Box's office to announce his first gold single, "Tryin' To Love Two." Soon Bell will be back in the studio searching for more gold. Pictured (l-r) are: Joe Nazel, CB R&B reporter, William Bell, and Chuck Comstock, CB reporter.

TOP 75 R&B ALBUMS

	Weeks On 6/4 Chart		Weeks On 6/4 Chart
1	11	37	8
2	10	38	5
3	11	39	14
4	5	40	17
5	5	41	29
6	5	42	32
7	9	43	14
8	14	44	4
9	10	45	8
10	3	46	10
11	15	47	9
12	19	48	9
13	15	49	7
14	7	50	26
15	11	51	9
16	9	52	5
17	10	53	7
18	35	54	6
19	6	55	3
20	8	56	8
21	19	57	6
22	2	58	1
23	18	59	2
24	14	60	1
25	9	61	1
26	25	62	3
27	16	63	4
28	5	64	7
29	34	65	4
30	9	66	2
31	11	67	9
32	21	68	3
33	9	69	2
34	11	70	1
35	4	71	19
36	6	72	1
		73	29
		74	12
		75	20

ADDITIONS TO R&B PLAYLISTS

ATLANTA — Frank Barrow
Commodores
Enchantment — UA
Ashford & Simpson — WB
Best Of My Love — Emotions
You With Love — The Young Divine
Body Pendergrass
Meynard Ferguson
ATLANTA — Rick Fly
Commodores
The Boy — Mariena Shaw — Columbia
Enchantment — UA
Rated X — Johnnie Taylor — Columbia
14 To 2 — Slide — Slave
12 To 3 — Brick House — Commodores
17 To 14 — Best Of My Love — Emotions
27 To 16 — After You Love Me — Harold Melvin & Sharon Page
26 To 19 — Kiss '77 — James Brown
Commodores
New LP — Bohannon

BIRMINGHAM — Shelly Pope
1 — I Feel So At Home Here — Michelle Whitey
I Gotta Start My Life Over Again — Larry Houston — Mobile
Disco Train — Jerry Rix — AVI
Best Of My Love — Emotions — Columbia
Standing On The Positive Side — Paul Kelly
22 To 12 — Make It To Me Gently — Aretha Franklin
Ex To 11 — Easy — Commodores
20 To 4 — Love Me — Hamilton Movement
#1 LP — Thelma Houston & Jerry Butler

BOSTON — Charlene Watts
#1 — Got To Give It Up — Marvin Gaye
Party Land — Blackbyrds — Fantasy
Go Away Little Boy — Mariena Shaw — Columbia
I Like Groovin' With You — Johnny Bristol — Atlantic
I Need A Man — Grace Jones — Beam Junction
Me And My Music — Spinners — Atlantic
You Can Be My Lover — Beverly Crosby — Bareback
Devil's Gun — C.J. & Co. — Westbound
I Can't Get Over You — Dramatics — ABC
25 To 20 — Easy — Commodores
34 To 19 — Now Do-U-Wanna Dance — Graham Central Station

20 To 16 — Our Love — Dells
21 To 13 — What You Gonna Do — Pablo Cruise
17 To 12 — Break It To Me Gently — Aretha Franklin
19 To 11 — Up Jump The Devil — John Davis
10 To 5 — Slide — Slave
12 To 4 — Going Down — Rose Royce
#1 LP — Commodores
New LPs — T-Connection, Cameo, Ronnie Laws, Idris Mohammad, Donna Summer

BUFFALO — Harold Lewis
#1 — Sir Duke — Stevie Wonder
I Like Groovin' With You — Johnny Bristol — Atlantic
Go Away Little Boy — Mariena Shaw — Columbia
Our Love — Dells — Mercury
Come Into My Life — Bill Summer — Prestige
Best Of My Love — Emotions — Columbia
This Will Be A Night To Remember — Eddie Holman — Salsoul
I Like The Feeling — Luther Ingram — Koko

Me And My Music — Spinners — Atlantic
Party Land — Blackbyrds — Fantasy
Let Your Heart Be Free — Patrice Rushen — Prestige
Devil Is A Liar — Seawind — CTI
Higher And Higher — Esther Phillips — Kudu
16 To 4 — Dance And Shake Your Tambourine — Universal Robot
13 To 7 — You Haven't Made It To The Top — Michael Henderson
32 To 8 — No Do-U-Wanna Dance — Graham Central Station

33 To 19 — Delightful — Michael Walden
#1 LP — Commodores/Isley Brothers
New LPs — Joe Tex, D.J. Rogers, Cameo, B.T. Express, George Benson, Hot Ice
CHICAGO — Richard Steele
#1 — Got To Give It Up — Marvin Gaye
Slide — Slave — Cotillion
Best Of My Love — Emotions — Columbia
14 To 6 — High School Dance — Sylvers
15 To 8 — Do What You Want To Do — T-Connection
26 To 19 — Whodunit — Tavares
33 To 20 — Go Away Little Boy — Mariena Shaw
#1 LP — Commodores
New LPs — Touch, Jupar, Floaters

CINCINNATI — Bob Long
#1 — Got To Give It Up — Marvin Gaye
Go Away Little Boy — Mariena Shaw — Columbia
Slide — Slave — Cotillion
Loving Is Really My Game — Brainstorm — Tabu
Back Together Again — Hall & Oates — RCA
Sticky Stuff — Booker T & The MGs — Asylum
17 To 5 — A Real Mother For Ya — Johnny Guitar Watson
27 To 10 — I Don't Love You Anymore — Teddy Pendergrass
25 To 15 — What You Gonna Do — Pablo Cruise
#1 LP — Marvin Gaye

CLEVELAND — Lynn Tolliver
#1 — Got To Give It Up — Marvin Gaye
Slide — Slave — Cotillion
Rated X — Johnnie Taylor — Columbia
Go Away Little Boy — Mariena Shaw — Columbia
Living In The Life — Isley Brothers — T-Neck
Once I've Been There — Norman Connors — Buddah
I'm A Superstar — Brenda & The Tabulations — Chocolate City
Ex To 4 — Easy — Commodores
14 To 9 — Good Thing Man — Frank Lucas
20 To 12 — Get It Up — Ben E. King & AWB
28 To 14 — After You Love Me — Harold Melvin & Sharon Page
30 To 15 — Our Love — Dells
25 To 19 — This I Swear — Tyrone Davis
29 To 20 — Now Do-U-Wanna Dance — Graham Central Station
#1 LP — Commodores
New LPs — Teddy Pendergrass, Ramsey Lewis, Roy Ayers, Aretha Franklin

COLUMBUS — Keith Willis
#1 — Slide — Slave
This I Swear — Tyrone Davis — Columbia
Sunshine — Enchantment — Road Show
You Got To Know Better — Touch Of Class — Midsong
What You Gonna Do — Pablo Cruise — A&M
Vitamin U — Smokey Robinson — Tamla
We're Hot — Sun — Capitol
Living In The Life — Isley Brothers — T-Neck
14 To 4 — Good Thing Man — Frank Lucas
27 To 9 — Body Vibes — Ohio Players
20 To 10 — After You Love Me — Harold Melvin & Sharon Page
34 To 19 — Now Do-U-Wanna Dance — Graham Central Station
22 To 17 — This I Swear — Tyrone Davis
25 To 20 — Holywood — Rufus
#1 LP — Johnny Guitar Watson
New LPs — George Benson, Bobby Bland

DAYTON — Turk Logan
#1 — High School Dance — Sylvers — Capitol
We're So Hot — Sun — Capitol
Show Me Love — Curtis Mayfield — Curtom
Going Down — Rose Royce — MCA
Now Do-U-Wanna Dance — Graham Central Station
WB
Loving Is Really My Game — Brainstorm — Tabu
You Got To Know Better — Touch Of Class — Midsong
Get It Up — Ben E. King & AWB — Atlantic
Bring Back The Joy — Freda Payne — Capitol
Easy — Commodores — Motown
Sunshine — Enchantment — Road Show
#1 LP — Lou Rawls
New LPs — Tyrone Davis — Crusaders, Cameo, Aretha Franklin, Dennis Coffey

FLINT — Donnie Brooks
#1 — Sir Duke — Stevie Wonder
Best Of My Love — Emotions — Columbia
Back It Up — Tornado — Polydor
23 To 6 — I Don't Love You Anymore — Teddy Pendergrass
21 To 13 — While I'm Alone — Maze
Ex To 19 — This I Swear — Tyrone Davis
24 To 18 — Long And Winding Road — Melba Moore
25 To 19 — I Like Groovin' With You — Johnny Bristol
26 To 20 — If It's The Last Thing I Do — Thelma Houston
#1 LP — Marvin Gaye
New LP — Ronnie Laws
DALLAS — Chuck Smith
#1 — Got To Give It Up — Marvin Gaye
I'm Wrapped Up — Franklin Singers — Chi Land
I Like This Feeling — Luther Ingram — Koko
Spellbound — Bar-Kays — Mercury
Me And My Music — Spinners — Atlantic
Morning Train — Five Blind Boys — Jewell
15 To 9 — Hush Hush — Quincy Jones
17 To 10 — Keep That Same Old Feeling — Side Effect
19 To 13 — He Never Left Me Alone — Shaw Singers
20 To 14 — Going Down — Rose Royce
21 To 15 — Now Do-U-Wanna Dance — Graham Central Station
22 To 17 — This I Swear — Tyrone Davis
25 To 20 — Holywood — Rufus
#1 LP — Johnny Guitar Watson
New LPs — George Benson, Bobby Bland

LOS ANGELES — Lucky Pierre
#1 — Got To Give It Up — Marvin Gaye
Baby Don't Change Your Mind — Gladys Knight — Buddah
This Will Be A Night To Remember — Eddie Holman — Salsoul
L.A. Sunshine — War — UA
LOS ANGELES — Lucky Pierre
#1 — Brothers Johnson
New LPs — Roy Ayers, David Ruffin
LOUISVILLE — Neal O'Rea
#1 — Break It To Me Gently — Aretha Franklin
See You When I Get There — Lou Rawls — Phila. Intl.
Once I've Been There — Norman Connors — Buddah
Go Away Little Boy — Mariena Shaw — Columbia
I Just Wanna Do My Thing — Edwin Starr — 20th Century
If I Don't Have You — Lakeside — ABC
Sunshine — Enchantment — UA
23 To 18 — A Real Mother For Ya — Johnny Guitar Watson
24 To 19 — This I Swear — Tyrone Davis
27 To 20 — Easy — Commodores
PITTSBURGH — Matt Leadbetter
#1 — Hollywood — Rufus
Come Into My Life — Bill Summer — Prestige
Party Land — Blackbyrds — Fantasy
Best Of My Love — Emotions — Columbia
Devil's Gun — C.J. & Co. — Westbound
Liberated Lady — Street People — Vigor
24 To 19 — Turn On The Lights — Kellee Patterson
25 To 20 — People Gonna Talk — Tipp Watkins
29 To 16 — Dance And Shake Your Tambourine — Universal Robot
#1 LP — Commodores
New LPs — Thelma Houston & Jerry Butler, Taj Mahal
MACON — Calvin Johnson
#1 — Got To Give It Up — Marvin Gaye
This Will Be A Night To Remember — Eddie Holman — Salsoul
Why Not Today — 9th Creation — Prelude
Up Jumped The Devil — John Davis — Sam
Best Of My Love — Emotions — Columbia
Don't Take Your Love — Four Tops — ABC
A Real Mother For Ya — Johnny Guitar Watson — DJM
This I Swear — Tyrone Davis — Columbia
Back Up And Hit It Again — Tornado — Polydor
I Did It For Love — Love Unlimited — Unlimited Gold
I Feel So At Home Here — Michelle Whitey — 20th Century
HOTS
Easy — Commodores
Now Do-U-Wanna Dance — Graham Central Station
Break It To Me Gently — Aretha Franklin
Show Me Love — Curtis Mayfield
Do What You Want To Do — T-Connection
Going Down — Rose Royce
Slide — Slave
#1 LP — Marvin Gaye
New LPs — Players Association, Patrice Rushen, Brothers Johnson, O'Jays, Parliament, Pleasure, Aretha Franklin, Bohannon, Vernon Burch, Willie Hutch, Dells

MEMPHIS — Maxx Fortune
#1 — Going Down — Rose Royce
Best Of My Love — Emotions — Columbia
Sunshine — Enchantment — UA
You Don't Have To Play No Games — Joe Simon — Spring
I'm A Superstar — Brenda & The Tabulations — Chocolate
City
Slide — Slave — Cotillion
High School Dance — Sylvers — Capitol
26 To 14 — If It's The Last Thing I Do — Thelma Houston
30 To 15 — Spellbound — Bar-Kays
25 To 6 — Easy — Commodores
#1 LP — Isley Brothers
New LPs — Hot, Donna Summer
MIAMI — Jerry Rushlan
#1 — Easy — Commodores
Into Something — O.V. Wright — Hi Records
Disco Train — Jerry Rix — AVI
A Little Bit Of Love — Gap Band — Tabu
I Need Love — Persuaders — Calla
Love Is So Good — Z.Z. Hill — Columbia
10 To 5 — Best Of My Love — Emotions
#1 LP — Isley Brothers
New LPs — Floaters, Anacostia, Billy Butler, Flavor, Willie Hutch
NEW YORK — Sonny Taylor
#1 — I Don't Love You Anymore — Teddy Pendergrass
Sunshine — Enchantment — UA
After You Love Me — Harold Melvin & Sharon Page — ABC
15 To 7 — See You When I Get There — Lou Rawls
20 To 14 — Best Of My Love — Emotions
22 To 15 — Going Down — Rose Royce
25 To 20 — Easy — Commodores
#1 LP — O'Jays
SAVANNAH — Elliott Nealy
#1 — I Don't Love You Anymore — Teddy Pendergrass
Vitamin U — Smokey Robinson — Tamla
Feel Like I've Been Living — Trammis — Atlantic
Get It Up — Ben E. King & AWB — Atlantic
Over And Over — Ashford & Simpson — WB
Long And Winding Road — Melba Moore — Buddah
I Need Somebody To Love — Shirley Brown — Arista
Finger Licking Good — Brecker Brothers — Arista
22 To 6 — Best Of My Love — Emotions
#1 LP — Teddy Pendergrass
New LP — David Ruffin
SEATTLE — Robert L. Scott
ADDITIONS
Soul Of A Man — Bobby Bland — ABC
Best Of My Love — Emotions — Columbia
Baby Don't Change Your Mind — Gladys Knight — Buddah
If It's The Last Thing I Do — Thelma Houston — Tamla
New LPs — Memphis Horns, Willie Hutch

ATLANTA — Frank Barrow
Commodores
Enchantment — UA
Ashford & Simpson — WB
Best Of My Love — Emotions
You With Love — The Young Divine
Body Pendergrass
Meynard Ferguson
ATLANTA — Rick Fly
Commodores
The Boy — Mariena Shaw — Columbia
Enchantment — UA
Rated X — Johnnie Taylor — Columbia
14 To 2 — Slide — Slave
12 To 3 — Brick House — Commodores
17 To 14 — Best Of My Love — Emotions
27 To 16 — After You Love Me — Harold Melvin & Sharon Page
26 To 19 — Kiss '77 — James Brown
Commodores
New LP — Bohannon

BIRMINGHAM — Shelly Pope
1 — I Feel So At Home Here — Michelle Whitey
I Gotta Start My Life Over Again — Larry Houston — Mobile
Disco Train — Jerry Rix — AVI
Best Of My Love — Emotions — Columbia
Standing On The Positive Side — Paul Kelly
22 To 12 — Make It To Me Gently — Aretha Franklin
Ex To 11 — Easy — Commodores
20 To 4 — Love Me — Hamilton Movement
#1 LP — Thelma Houston & Jerry Butler

BOSTON — Charlene Watts
#1 — Got To Give It Up — Marvin Gaye
Party Land — Blackbyrds — Fantasy
Go Away Little Boy — Mariena Shaw — Columbia
I Like Groovin' With You — Johnny Bristol — Atlantic
I Need A Man — Grace Jones — Beam Junction
Me And My Music — Spinners — Atlantic
You Can Be My Lover — Beverly Crosby — Bareback
Devil's Gun — C.J. & Co. — Westbound
I Can't Get Over You — Dramatics — ABC
25 To 20 — Easy — Commodores
34 To 19 — Now Do-U-Wanna Dance — Graham Central Station

20 To 16 — Our Love — Dells
21 To 13 — What You Gonna Do — Pablo Cruise
17 To 12 — Break It To Me Gently — Aretha Franklin
19 To 11 — Up Jump The Devil — John Davis
10 To 5 — Slide — Slave
12 To 4 — Going Down — Rose Royce
#1 LP — Commodores
New LPs — T-Connection, Cameo, Ronnie Laws, Idris Mohammad, Donna Summer

BUFFALO — Harold Lewis
#1 — Sir Duke — Stevie Wonder
I Like Groovin' With You — Johnny Bristol — Atlantic
Go Away Little Boy — Mariena Shaw — Columbia
Our Love — Dells — Mercury
Come Into My Life — Bill Summer — Prestige
Best Of My Love — Emotions — Columbia
This Will Be A Night To Remember — Eddie Holman — Salsoul
I Like The Feeling — Luther Ingram — Koko
Me And My Music — Spinners — Atlantic
Party Land — Blackbyrds — Fantasy
Let Your Heart Be Free — Patrice Rushen — Prestige
Devil Is A Liar — Seawind — CTI
Higher And Higher — Esther Phillips — Kudu
16 To 4 — Dance And Shake Your Tambourine — Universal Robot
13 To 7 — You Haven't Made It To The Top — Michael Henderson
32 To 8 — No Do-U-Wanna Dance — Graham Central Station

33 To 19 — Delightful — Michael Walden
#1 LP — Commodores/Isley Brothers
New LPs — Joe Tex, D.J. Rogers, Cameo, B.T. Express, George Benson, Hot Ice
CHICAGO — Richard Steele
#1 — Got To Give It Up — Marvin Gaye
Slide — Slave — Cotillion
Best Of My Love — Emotions — Columbia
14 To 6 — High School Dance — Sylvers
15 To 8 — Do What You Want To Do — T-Connection
26 To 19 — Whodunit — Tavares
33 To 20 — Go Away Little Boy — Mariena Shaw
#1 LP — Commodores
New LPs — Touch, Jupar, Floaters

CINCINNATI — Bob Long
#1 — Got To Give It Up — Marvin Gaye
Go Away Little Boy — Mariena Shaw — Columbia
Slide — Slave — Cotillion
Loving Is Really My Game — Brainstorm — Tabu
Back Together Again — Hall & Oates — RCA
Sticky Stuff — Booker T & The MGs — Asylum
17 To 5 — A Real Mother For Ya — Johnny Guitar Watson
27 To 10 — I Don't Love You Anymore — Teddy Pendergrass
25 To 15 — What You Gonna Do — Pablo Cruise
#1 LP — Marvin Gaye

CLEVELAND — Lynn Tolliver
#1 — Got To Give It Up — Marvin Gaye
Slide — Slave — Cotillion
Rated X — Johnnie Taylor — Columbia
Go Away Little Boy — Mariena Shaw — Columbia
Living In The Life — Isley Brothers — T-Neck
Once I've Been There — Norman Connors — Buddah
I'm A Superstar — Brenda & The Tabulations — Chocolate City
Ex To 4 — Easy — Commodores
14 To 9 — Good Thing Man — Frank Lucas
20 To 12 — Get It Up — Ben E. King & AWB
28 To 14 — After You Love Me — Harold Melvin & Sharon Page
30 To 15 — Our Love — Dells
25 To 19 — This I Swear — Tyrone Davis
29 To 20 — Now Do-U-Wanna Dance — Graham Central Station
#1 LP — Commodores
New LPs — Teddy Pendergrass, Ramsey Lewis, Roy Ayers, Aretha Franklin

COLUMBUS — Keith Willis
#1 — Slide — Slave
This I Swear — Tyrone Davis — Columbia
Sunshine — Enchantment — Road Show
You Got To Know Better — Touch Of Class — Midsong
What You Gonna Do — Pablo Cruise — A&M
Vitamin U — Smokey Robinson — Tamla
We're Hot — Sun — Capitol
Living In The Life — Isley Brothers — T-Neck
14 To 4 — Good Thing Man — Frank Lucas
27 To 9 — Body Vibes — Ohio Players
20 To 10 — After You Love Me — Harold Melvin & Sharon Page
34 To 19 — Now Do-U-Wanna Dance — Graham Central Station
22 To 17 — This I Swear — Tyrone Davis
25 To 20 — Holywood — Rufus
#1 LP — Johnny Guitar Watson
New LPs — George Benson, Bobby Bland

DAYTON — Turk Logan
#1 — High School Dance — Sylvers — Capitol
We're So Hot — Sun — Capitol
Show Me Love — Curtis Mayfield — Curtom
Going Down — Rose Royce — MCA
Now Do-U-Wanna Dance — Graham Central Station
WB
Loving Is Really My Game — Brainstorm — Tabu
You Got To Know Better — Touch Of Class — Midsong
Get It Up — Ben E. King & AWB — Atlantic
Bring Back The Joy — Freda Payne — Capitol
Easy — Commodores — Motown
Sunshine — Enchantment — Road Show
#1 LP — Lou Rawls
New LPs — Tyrone Davis — Crusaders, Cameo, Aretha Franklin, Dennis Coffey

FLINT — Donnie Brooks
#1 — Sir Duke — Stevie Wonder
Best Of My Love — Emotions — Columbia
Back It Up — Tornado — Polydor
23 To 6 — I Don't Love You Anymore — Teddy Pendergrass
21 To 13 — While I'm Alone — Maze
Ex To 19 — This I Swear — Tyrone Davis
24 To 18 — Long And Winding Road — Melba Moore
25 To 19 — I Like Groovin' With You — Johnny Bristol
26 To 20 — If It's The Last Thing I Do — Thelma Houston
#1 LP — Marvin Gaye
New LP — Ronnie Laws
DALLAS — Chuck Smith
#1 — Got To Give It Up — Marvin Gaye
I'm Wrapped Up — Franklin Singers — Chi Land
I Like This Feeling — Luther Ingram — Koko
Spellbound — Bar-Kays — Mercury
Me And My Music — Spinners — Atlantic
Morning Train — Five Blind Boys — Jewell
15 To 9 — Hush Hush — Quincy Jones
17 To 10 — Keep That Same Old Feeling — Side Effect
19 To 13 — He Never Left Me Alone — Shaw Singers
20 To 14 — Going Down — Rose Royce
21 To 15 — Now Do-U-Wanna Dance — Graham Central Station
22 To 17 — This I Swear — Tyrone Davis
25 To 20 — Holywood — Rufus
#1 LP — Johnny Guitar Watson
New LPs — George Benson, Bobby Bland

LOS ANGELES — Lucky Pierre
#1 — Got To Give It Up — Marvin Gaye
Baby Don't Change Your Mind — Gladys Knight — Buddah
This Will Be A Night To Remember — Eddie Holman — Salsoul
L.A. Sunshine — War — UA
LOS ANGELES — Lucky Pierre
#1 — Brothers Johnson
New LPs — Roy Ayers, David Ruffin
LOUISVILLE — Neal O'Rea
#1 — Break It To Me Gently — Aretha Franklin
See You When I Get There — Lou Rawls — Phila. Intl.
Once I've Been There — Norman Connors — Buddah
Go Away Little Boy — Mariena Shaw — Columbia
I Just Wanna Do My Thing — Edwin Starr — 20th Century
If I Don't Have You — Lakeside — ABC
Sunshine — Enchantment — UA
23 To 18 — A Real Mother For Ya — Johnny Guitar Watson
24 To 19 — This I Swear — Tyrone Davis
27 To 20 — Easy — Commodores
PITTSBURGH — Matt Leadbetter
#1 — Hollywood — Rufus
Come Into My Life — Bill Summer — Prestige
Party Land — Blackbyrds — Fantasy
Best Of My Love — Emotions — Columbia
Devil's Gun — C.J. & Co. — Westbound
Liberated Lady — Street People — Vigor
24 To 19 — Turn On The Lights — Kellee Patterson
25 To 20 — People Gonna Talk — Tipp Watkins
29 To 16 — Dance And Shake Your Tambourine — Universal Robot
#1 LP — Commodores
New LPs — Thelma Houston & Jerry Butler, Taj Mahal
MACON — Calvin Johnson
#1 — Got To Give It Up — Marvin Gaye
This Will Be A Night To Remember — Eddie Holman — Salsoul
Why Not Today — 9th Creation — Prelude
Up Jumped The Devil — John Davis — Sam
Best Of My Love — Emotions — Columbia
Don't Take Your Love — Four Tops — ABC
A Real Mother For Ya — Johnny Guitar Watson — DJM
This I Swear — Tyrone Davis — Columbia
Back Up And Hit It Again — Tornado — Polydor
I Did It For Love — Love Unlimited — Unlimited Gold
I Feel So At Home Here — Michelle Whitey — 20th Century
HOTS
Easy — Commodores
Now Do-U-Wanna Dance — Graham Central Station
Break It To Me Gently — Aretha Franklin
Show Me Love — Curtis Mayfield
Do What You Want To Do — T-Connection
Going Down — Rose Royce
Slide — Slave
#1 LP — Marvin Gaye
New LPs — Players Association, Patrice Rushen, Brothers Johnson, O'Jays, Parliament, Pleasure, Aretha Franklin, Bohannon, Vernon Burch, Willie Hutch, Dells

MEMPHIS — Maxx Fortune
#1 — Going Down — Rose Royce
Best Of My Love — Emotions — Columbia
Sunshine — Enchantment — UA
You Don't Have To Play No Games — Joe Simon — Spring
I'm A Superstar — Brenda & The Tabulations — Chocolate
City
Slide — Slave — Cotillion
High School Dance — Sylvers — Capitol
26 To 14 — If It's The Last Thing I Do — Thelma Houston
30 To 15 — Spellbound — Bar-Kays
25 To 6 — Easy — Commodores
#1 LP — Isley Brothers
New LPs — Hot, Donna Summer
MIAMI — Jerry Rushlan
#1 — Easy — Commodores
Into Something — O.V. Wright — Hi Records
Disco Train — Jerry Rix — AVI
A Little Bit Of Love — Gap Band — Tabu
I Need Love — Persuaders — Calla
Love Is So Good — Z.Z. Hill — Columbia
10 To 5 — Best Of My Love — Emotions
#1 LP — Isley Brothers
New LPs — Floaters, Anacostia, Billy Butler, Flavor, Willie Hutch
NEW YORK — Sonny Taylor
#1 — I Don't Love You Anymore — Teddy Pendergrass
Sunshine — Enchantment — UA
After You Love Me — Harold Melvin & Sharon Page — ABC
15 To 7 — See You When I Get There — Lou Rawls
20 To 14 — Best Of My Love — Emotions
22 To 15 — Going Down — Rose Royce
25 To 20 — Easy — Commodores
#1 LP — O'Jays
SAVANNAH — Elliott Nealy
#1 — I Don't Love You Anymore — Teddy Pendergrass
Vitamin U — Smokey Robinson — Tamla
Feel Like I've Been Living — Trammis — Atlantic
Get It Up — Ben E. King & AWB — Atlantic
Over And Over — Ashford & Simpson — WB
Long And Winding Road — Melba Moore — Buddah
I Need Somebody To Love — Shirley Brown — Arista
Finger Licking Good — Brecker Brothers — Arista
22 To 6 — Best Of My Love — Emotions
#1 LP — Teddy Pendergrass
New LP — David Ruffin
SEATTLE — Robert L. Scott
ADDITIONS
Soul Of A Man — Bobby Bland — ABC
Best Of My Love — Emotions — Columbia
Baby Don't Change Your Mind — Gladys Knight — Buddah
If It's The Last Thing I Do — Thelma Houston — Tamla
New LPs — Memphis Horns, Willie Hutch

ATLANTA — Frank Barrow
Commodores
Enchantment — UA
Ashford & Simpson — WB
Best Of My Love — Emotions
You With Love — The Young Divine
Body Pendergrass
Meynard Ferguson
ATLANTA — Rick Fly
Commodores
The Boy — Mariena Shaw — Columbia
Enchantment — UA
Rated X — Johnnie Taylor — Columbia
14 To 2 — Slide — Slave
12 To 3 — Brick House — Commodores
17 To 14 — Best Of My Love — Emotions
27 To 16 — After You Love Me — Harold Melvin & Sharon Page
26 To 19 — Kiss '77 — James Brown
Commodores
New LP — Bohannon

ATLANTA — Frank Barrow
Commodores
Enchantment — UA
Ashford & Simpson — WB
Best Of My Love — Emotions
You With Love — The Young Divine
Body Pendergrass
Meynard Ferguson
ATLANTA — Rick Fly
Commodores
The Boy — Mariena Shaw — Columbia
Enchantment — UA
Rated X — Johnnie Taylor — Columbia
14 To 2 — Slide — Slave
12 To 3 — Brick House — Commodores
17 To 14 — Best Of My Love — Emotions
27 To 16 — After You Love Me — Harold Melvin & Sharon Page
26 To 19 — Kiss '77 — James Brown
Commodores
New LP — Bohannon

BIRMINGHAM — Shelly Pope
1 — I Feel So At Home Here — Michelle Whitey
I Gotta Start My Life Over Again — Larry Houston — Mobile
Disco Train — Jerry Rix — AVI
Best Of My Love — Emotions — Columbia
Standing On The Positive Side — Paul Kelly
22 To 12 — Make It To Me Gently — Aretha Franklin
Ex To 11 — Easy — Commodores
20 To 4 — Love Me — Hamilton Movement
#1 LP — Thelma Houston & Jerry Butler

BOSTON — Charlene Watts
#1 — Got To Give It Up — Marvin Gaye
Party Land — Blackbyrds — Fantasy
Go Away Little Boy — Mariena Shaw — Columbia
I Like Groovin' With You — Johnny Bristol — Atlantic
I Need A Man — Grace Jones — Beam Junction
Me And My Music — Spinners — Atlantic
You Can Be My Lover — Beverly Crosby — Bareback
Devil's Gun — C.J. & Co. — Westbound
I Can't Get Over You — Dramatics — ABC
25 To 20 — Easy — Commodores
34 To 19 — Now Do-U-Wanna Dance — Graham Central Station

20 To 16 — Our Love — Dells
21 To 13 — What You Gonna Do — Pablo Cruise
17 To 12 — Break It To Me Gently — Aretha Franklin
19 To 11 — Up Jump The Devil — John Davis
10 To 5 — Slide — Slave
12 To 4 — Going Down — Rose Royce
#1 LP — Commodores
New LPs — T-Connection, Cameo, Ronnie Laws, Idris Mohammad, Donna Summer

BUFFALO — Harold Lewis
#1 — Sir Duke — Stevie Wonder
I Like Groovin' With You — Johnny Bristol — Atlantic
Go Away Little Boy — Mariena Shaw — Columbia
Our Love — Dells — Mercury
Come Into My Life — Bill Summer — Prestige
Best Of My Love — Emotions — Columbia
This Will Be A Night To Remember — Eddie Holman — Salsoul
I Like The Feeling — Luther Ingram — Koko
Me And My Music — Spinners — Atlantic
Party Land — Blackbyrds — Fantasy
Let Your Heart Be Free — Patrice Rushen — Prestige
Devil Is A Liar — Seawind — CTI
Higher And Higher — Esther Phillips — Kudu
16 To 4 — Dance And Shake Your Tambourine — Universal Robot
13 To 7 — You Haven't Made It To The Top — Michael Henderson
32 To 8 — No Do-U-Wanna Dance — Graham Central Station

33 To 19 — Delightful — Michael Walden
#1 LP — Commodores/Isley Brothers
New LPs — Joe Tex, D.J. Rogers, Cameo, B.T. Express, George Benson, Hot Ice
CHICAGO — Richard Steele
#1 — Got To Give It Up — Marvin Gaye
Slide — Slave — Cotillion
Best Of My Love — Emotions — Columbia
14 To 6 — High School Dance — Sylvers
15 To 8 — Do What You Want To Do — T-Connection
26 To 19 — Whodunit — Tavares
33 To 20 — Go Away Little Boy — Mariena Shaw
#1 LP — Commodores
New LPs — Touch, Jupar, Floaters

CINCINNATI — Bob Long
#1 — Got To Give It Up — Marvin Gaye
Go Away Little Boy — Mariena Shaw — Columbia
Slide — Slave — Cotillion
Loving Is Really My Game — Brainstorm — Tabu
Back Together Again — Hall & Oates — RCA
Sticky Stuff — Booker T & The MGs — Asylum
17 To 5 — A Real Mother For Ya — Johnny Guitar Watson
27 To 10 — I Don't Love You Anymore — Teddy Pendergrass
25 To 15 — What You Gonna Do — Pablo Cruise
#1 LP — Marvin Gaye

CLEVELAND — Lynn Tolliver
#1 — Got To Give It Up — Marvin Gaye
Slide — Slave — Cotillion
Rated X — Johnnie Taylor — Columbia
Go Away Little Boy — Mariena Shaw — Columbia
Living In The Life — Isley Brothers — T-Neck
Once I've Been There — Norman Connors — Buddah
I'm A Superstar — Brenda & The Tabulations — Chocolate City
Ex To 4 — Easy — Commodores
14 To 9 — Good Thing Man — Frank Lucas
20 To 12 — Get It Up — Ben E. King & AWB
28 To 14 — After You Love Me — Harold Melvin & Sharon Page
30 To 15 — Our Love — Dells
25 To 19 — This I Swear — Tyrone Davis
29 To 20 — Now Do-U-Wanna Dance — Graham Central Station
#1 LP — Commodores
New LPs — Teddy Pendergrass, Ramsey Lewis, Roy Ayers, Aretha Franklin

COLUMBUS — Keith Willis
#1 — Slide — Slave
This I Swear — Tyrone Davis — Columbia
Sunshine — Enchantment — Road Show
You Got To Know Better — Touch Of Class — Midsong
What You Gonna Do — Pablo Cruise — A&M
Vitamin U — Smokey Robinson — Tamla
We're Hot — Sun — Capitol
Living In The Life — Isley Brothers — T-Neck
14 To 4 — Good Thing Man — Frank Lucas
27 To 9 — Body Vibes — Ohio Players
20 To 10 — After You Love Me — Harold Melvin & Sharon Page
34 To 19 — Now Do-U-Wanna Dance — Graham Central Station
22 To 17 — This I Swear — Tyrone Davis
25 To 20 — Holywood — Rufus
#1 LP — Johnny Guitar Watson
New LPs — George Benson, Bobby Bland

DAYTON — Turk Logan
#1 — High School Dance — Sylvers — Capitol
We're So Hot — Sun — Capitol
Show Me Love — Curtis Mayfield — Curtom
Going Down — Rose Royce — MCA
Now Do-U-Wanna Dance — Graham Central Station
WB
Loving Is Really My Game — Brainstorm — Tabu
You Got To Know Better — Touch Of Class — Midsong
Get It Up — Ben E. King & AWB — Atlantic
Bring Back The Joy — Freda Payne — Capitol
Easy — Commodores — Motown
Sunshine — Enchantment — Road Show
#1 LP — Lou Rawls
New LPs — Tyrone Davis — Crusaders, Cameo, Aretha Franklin, Dennis Coffey

FLINT — Donnie Brooks
#1 — Sir Duke — Stevie Wonder
Best Of My Love — Emotions — Columbia
Back It Up — Tornado — Polydor
23 To 6 — I Don't Love You Anymore — Teddy Pendergrass
21 To 13 — While I'm Alone — Maze
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New LPs — George Benson, Bobby Bland

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See You When I Get There — Lou Rawls — Phila. Intl.
Once I've Been There — Norman Connors — Buddah
Go Away Little Boy — Mariena Shaw — Columbia
I Just Wanna Do My Thing — Edwin Starr — 20th Century
If I Don't Have You — Lakeside — ABC
Sunshine — Enchantment — UA
23 To 18 — A Real Mother For Ya — Johnny Guitar Watson
24 To 19 — This I Swear — Tyrone Davis
27 To 20 — Easy — Commodores
PITTSBURGH — Matt Leadbetter
#1 — Hollywood — Rufus
Come Into My Life — Bill Summer — Prestige
Party Land — Blackbyrds — Fantasy
Best Of My Love — Emotions — Columbia
Devil's Gun — C.J. & Co. — Westbound
Liberated Lady — Street People — Vigor
24 To 19 — Turn On The Lights — Kellee Patterson
25 To 20 — People Gonna Talk — Tipp Watkins
29 To 16 — Dance And Shake Your Tambourine — Universal Robot
#1 LP — Commodores
New LPs — Thelma Houston & Jerry Butler, Taj Mahal
MACON — Calvin Johnson
#1 — Got To Give It Up — Marvin Gaye
This Will Be A Night To Remember — Eddie Holman — Salsoul
Why Not Today — 9th Creation — Prelude
Up Jumped The Devil — John Davis — Sam
Best Of My Love — Emotions — Columbia
Don't Take Your Love — Four Tops — ABC
A Real Mother For Ya — Johnny Guitar Watson — DJM
This I Swear — Tyrone Davis — Columbia
Back Up And Hit It Again — Tornado — Polydor
I Did It For Love — Love Unlimited — Unlimited Gold
I Feel So At Home Here — Michelle Whitey — 20th Century
HOTS
Easy — Commodores
Now Do-U-Wanna Dance — Graham Central Station
Break It To Me Gently — Aretha Franklin
Show Me Love — Curtis Mayfield
Do What You Want To Do — T-Connection
Going Down — Rose Royce
Slide — Slave
#1 LP — Marvin Gaye
New LPs — Players Association, Patrice Rushen, Brothers Johnson, O'Jays, Parliament, Pleasure, Aretha Franklin, Bohannon, Vernon Burch, Willie Hutch, Dells

MEMPHIS — Maxx Fortune
#1 — Going Down — Rose Royce
Best Of My Love — Emotions — Columbia
Sunshine — Enchantment — UA
You Don't Have To Play No Games — Joe Simon — Spring
I'm A Superstar — Brenda & The Tabulations — Chocolate
City
Slide — Slave — Cotillion
High School Dance — Sylvers — Capitol
26 To 14 — If It's The Last Thing I Do — Thelma Houston
30 To 15 — Spellbound — Bar-Kays
25 To 6 — Easy — Commodores
#1 LP — Isley Brothers
New LPs — Hot, Donna Summer
MIAMI — Jerry Rushlan
#1 — Easy — Commodores
Into Something — O.V. Wright — Hi Records
Disco Train — Jerry Rix — AVI
A Little Bit Of Love — Gap Band — Tabu
I Need Love — Persuaders — Calla
Love Is So Good — Z.Z. Hill — Columbia
10 To 5 — Best Of My Love — Emotions
#1 LP — Isley Brothers
New LPs — Floaters, Anacostia, Billy Butler, Flavor, Willie Hutch
NEW YORK — Sonny Taylor
#1 — I Don't Love You Anymore — Teddy Pendergrass
Sunshine — Enchantment — UA
After You Love Me — Harold Melvin & Sharon Page — ABC
15 To 7 — See You When I Get There — Lou Rawls
20 To 14 — Best Of My Love — Emotions
22 To 15 — Going Down — Rose Royce
25 To 20 — Easy — Commodores
#1 LP — O'Jays
SAVANNAH — Elliott Nealy
#1 — I Don't Love You Anymore — Teddy Pendergrass
Vitamin U — Smokey Robinson — Tamla
Feel Like I've Been Living — Trammis — Atlantic
Get It Up — Ben E. King & AWB —

CASH BOX TOP 100 R&B

June 11, 1977

			Weeks On Chart				Weeks On Chart				Weeks On Chart
1	GOT TO GIVE IT UP (PART 1) MARVIN GAYE (Tamla/Motown 54280F)	1	11	34	BODY VIBES OHIO PLAYERS (Mercury 73913)	35	7	67	I CAUGHT YOUR ACT HUES CORPORATION (Curb/WB WBS 8334)	68	8
2	SIR DUKE STEVIE WONDER (Tamla/Motown T54281F)	2	10	35	OUR LOVE DELLS (Mercury 73909)	38	6	68	LOVIN' IS REALLY MY GAME BRAINSTORM (Tabu/RCA OB-10961)	71	4
3	WHODUNIT TAVARES (Capitol 4398)	3	12	36	SLIDE SLAVE (Cotillion/Atlantic 44218)	52	4	69	I LOVE A MELLOW GROOVE THE JIMMY CASTOR BUNCH (Atlantic 3396)	72	4
4	GOOD THING MAN FRANK LUCAS (ICA 001)	5	14	37	THE PINOCCHIO THEORY BOOTS'S RUBBER BAND (Warner Bros. WBS 8328)	27	14	70	YOU DON'T HAVE TO PLAY NO GAMES JOE SIMON (Spring/Polydor 172)	73	6
5	HOLLYWOOD RUFUS (ABC 12269)	7	7	38	THIS WILL BE A NIGHT TO REMEMBER EDDIE HOLMAN (Salsoul 2026)	49	6	71	BACK TOGETHER AGAIN DARYL HALL & JOHN OATES (RCA 10970)	81	4
6	I'M YOUR BOOGIE MAN KC & THE SUNSHINE BAND (TK 1022)	4	16	39	GIRL BILLY PRESTON (A&M 1925)	48	6	72	GET HAPPY JIMMY BOHORN (Alston/TK 3729)	84	6
7	AIN'T GONNA BUMP NO MORE (WITH NO BIG FAT WOMAN) JOE TEX (Epic 8-50313)	6	20	40	BEST OF MY LOVE EMOTIONS (Columbia 3-10544)	57	3	73	I GET LIFTED LATIMORE (Glades/TK 1742)	86	2
8	DO WHAT YOU WANT TO DO T-CONNECTION (Dash/TK 5032)	9	11	41	I WANNA GET NEXT TO YOU ROSE ROYCE (MCA 40662)	26	17	74	SOMETIMES FACTS OF LIFE (Kayvette/TK 5128)	43	24
9	HIGH SCHOOL DANCE THE SYLVERS (Capitol 4405)	10	8	42	MESSAGE BRASS CONSTRUCTION (United Artists UA 18034)	45	8	75	SPELLBOUND THE BAR-KAYS (Mercury 73915)	85	2
10	BABY, I LOVE YOUR WAY WALTER JACKSON (Chr-Sound/UA XW 964)	12	11	43	DANCE AND SHAKE YOUR TAMBOURINE UNIVERSAL ROBOT BAND (Red Greg 207)	32	10	76	I FEEL LIKE DANCIN' OLIVER SAIN (A&M/Nashboro 9472)	82	3
11	I CAN'T GET OVER YOU THE DRAMATICS (ABC AB 12256)	13	10	44	GO AWAY LITTLE BOY MARLENA SHAW (Columbia 3-10542)	50	4	77	LOVE IS SO GOOD WHEN YOU'RE STEALING IT Z.Z. HILL (Columbia 3-10552)	—	1
12	I DON'T LOVE YOU ANYMORE TEDDY PENDERGRASS (Phila. Intl./CBS 3622)	17	8	45	HATS OFF TO MAMA PHILIPPE WYNN (Cotillion/Atlantic 44217)	34	8	78	YOU CAN BE MY LOVER BEVERLY CROSBY (Bareback BB-526)	88	2
13	UPTOWN FESTIVAL SHALAMAR (Soul Train/RCA 10885)	8	12	46	SEE YOU WHEN I GIT THERE LOU RAWLS (Phila. Intl./Epic 8-3623)	54	4	79	BACK UP (HIT IT AGAIN) TORNADER (Polydor PD 1-4388)	87	3
14	DISCO INFERNO TRAMMPS (Atlantic 3389)	11	15	47	BABY DON'T CHANGE YOUR MIND GLADYS KNIGHT & THE PIPS (Buddah/RCA 569)	55	4	80	I DID IT FOR LOVE LOVE UNLIMITED (Unlimited Gold/20th Century 7001)	83	4
15	BREAK IT TO ME GENTLY ARETHA FRANKLIN (Atlantic 3393)	15	8	48	SAD GIRL CARL GRAVES (Ariola/Capitol 7660)	37	9	81	ME AND MY MUSIC SPINNERS (Atlantic 3400)	—	1
16	THE PRIDE (PART 1) THE ISLEY BROTHERS (T-Neck/Epic ZS 8-2262)	14	14	49	YOU GOT TO KNOW BETTER TOUCH OF CLASS (Midson/RCA JH 10754)	51	8	82	FUNKY MUSIC JU-PAR UNIVERSAL ORCHESTRA (Ju-Par/Motown 8002)	93	3
17	SHOW YOU THE WAY TO GO JACKSONS (Epic 8-50350)	16	14	50	THERE WILL COME A DAY SMOKEY ROBINSON (Tamla/Motown T54279F)	40	18	83	GETAWAY SALSOL ORCHESTRA (Salsoul SZ2038)	—	1
18	KEEP THAT SAME OLD FEELING SIDE EFFECT (Fantasy F792)	20	10	51	A REAL MOTHER JOHNNY GUITAR WATSON (DJM/Amherst DJUS 1024)	63	8	84	COMING BACK FOR MORE WILLIAM BELL (Mercury SRM 1-1146)	—	1
19	YOUR LOVE McCoo/DAVIS (ABC AB 12262)	18	13	52	WHATCHA GONNA DO PABLO CRUISE (A&M 1920)	60	5	85	STICKY STUFF BOOKER T & THE MGs (Asylum E-45392)	90	3
20	I'M GOING DOWN ROSE ROYCE (MCA 40721)	25	6	53	LOVE IS BETTER IN THE A.M. PART 1 JOHNNIE TAYLOR (Columbia 3-10478)	41	27	86	I NEED LOVE PERSUADERS (Calla/CBS ZS8 3006)	—	1
21	I WANNA DO IT TO YOU JERRY BUTLER (Motown M1414F)	19	27	54	FLY LIKE AN EAGLE STEVE MILLER (Capitol 4372)	31	14	87	NIGHTS ON BROADWAY CANDI STATON (Warner Bros. 8387)	—	1
22	AFTER YOU LOVE ME, WHY DO YOU LEAVE ME HAROLD MELVIN & THE BLUE NOTES FEATURING SHARON PAGE (ABC 12268)	28	7	55	SHOW ME LOVE CURTIS MAYFIELD (Curton/Warner Bros. CMS 125)	56	7	88	DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WB 55400)	—	1
23	TRYIN' TO LOVE TWO WILLIAM BELL (Mercury 73839)	22	26	56	ONCE I'VE BEEN THERE NORMAN CONNORS (Buddah/RCA 570)	66	4	89	I CAN MAKE IT BETTER PEABO BRYSON (Bullet BTO-3)	—	1
24	IT FEELS SO GOOD TO BE LOVED SO BAD MANHATTANS (Columbia 3-10495)	21	13	57	PARTY LAND BLACKBYRDS (Fantasy 794)	70	4	90	LEANIN' TREE ARTIS WHITE (Altee LT 111)	92	3
25	EASY COMMODORES (Motown M1418F)	39	4	58	SUNSHINE ENCHANTMENT (Road Show/UA RS-XW991)	75	3	91	I LIKE THE FEELING LUTHER INGRAM (Koko KO-725)	94	2
26	ANGEL IN YOUR ARMS HOT (Big Tree/Atlantic BT 16085)	29	10	59	SUPERMAN CELI BEE & THE BUZZY BUNCH (APA/TK 17001)	62	4	92	JAM ON THE GROOVE RALPH McDONALD (Marlin 3312)	—	1
27	YOU'RE THROWING A GOOD LOVE AWAY SPINNERS (Atlantic 3382)	23	14	60	(I'M A) SUPERSTAR BRENDA AND THE TABULATIONS (Chocolate City/Casablanca CC 009)	64	5	93	I SHO LIKE GROOVIN' WITH YA JOHNNY BRISTOL (Atlantic 45-3391)	93	3
28	WHILE I'M ALONE MAZE FEATURING FRANKIE BEVERLY (Capitol 4392)	30	10	61	CAN'T WE JUST SIT DOWN (AND TALK IT OVER) DONNA SUMMER (Casablanca NB 884 DJ)	79	2	94	REACHING FOR THE WORLD HAROLD MELVIN & THE BLUE NOTES (ABC 12240)	44	21
29	IF IT'S THE LAST THING I DO THELMA HOUSTON (Tamla/Motown T54283F)	36	6	62	GET IT UP BEN E. KING & AWB (Atlantic 3402)	77	3	95	DARLIN' DONNY GERRARD (Greedy 114)	—	1
30	NOW DO-U-WANTA DANCE GRAHAM CENTRAL STATION (WB 8378)	42	4	63	I FEEL SO AT HOME HERE MICHELLE WILEY (20th Century TC 2317)	67	6	96	TURN ON THE LIGHTS (PHASE 1) KELLEE PATTERSON (Shadybrook 45-1037)	98	3
31	I'VE GOT LOVE ON MY MIND NATALIE COLE (Capitol 4360)	24	21	64	GONNA LOVE YOU MORE GEORGE BENSON (Warner Bros. WBS 8377)	80	2	97	JOYOUS PLEASURE (Fantasy F793AS)	99	2
32	LOVING YOU — LOSING YOU PHYLLIS HYMAN (Buddah/RCA BDA 5671)	33	10	65	MAKE ME YOURS JACKIE MOORE (Kayvette/TK 5129)	69	8	98	LAYING BESIDE YOU EUGENE RECORD (Warner Bros. WBS 8322)	46	15
33	THIS I SWEAR TYRONE DAVIS (Columbia 3-10528)	47	5	66	YOUR LOVE IS RATED X JOHNNIE TAYLOR (Columbia 3-10541)	74	3	99	TAIL GATE 21ST CREATION (Gordy/Motown G7154)	100	2
								100	WE'RE STILL TOGETHER PEACHES AND HERB (MCA-40701)	—	1

ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

After You Love (Hamel/Mighty Three — BMI) 22	Fish — ASCAP 39	I Wanna Do (Jobete/Butler — ASCAP) 21	Slide (Spurbree — BMI) 36
Ain't Gonna Bump No More (Tree — BMI) 7	Go Away Little Boy (Screen Gems-EMI — BMI) . . . 44	I Wanna Get Next (Duchess — BMI) 41	Sometimes (Stallion — BMI) 74
Angel In (Song Tailors — BMI) 26	Gonna Love You (Sunbury/Fermata International — ASCAP) 64	Jam On (Antisia — ASCAP) 92	Spellbound (Barkay/Swelka — BMI) 75
I've Got The Music — ASCAP 26	Good Thing 4	Joyous (Funky P.O./At Home — ASCAP) 97	Sticky Stuff (House of Jones/Midnight Hour — BMI) 85
A Real Mother (Vir-Jon — BMI) 51	Got To Give (Jobete — ASCAP) 1	Keep That Same (Four Knights — BMI) 18	Sunshine (Desert Moon/Willow Girl — BMI) 58
Baby Don't Change Your Mind (Van McCoy/Warner Tamberlane — BMI) 47	Hats Off To (Wynn's World — BMI) 45	Laying Beside You (Angels — BMI) 98	Superman (Peer Int'l — BMI) 59
Baby, I Love (Almo/Fram-Dee — ASCAP) 10	High School Dance (Rosy — ASCAP) 9	Leanin' Tree (Sassy Mauld — BMI) 90	Tail Gate (Stone Diamond/Kosmodi — BMI) 99
Back Together Again (Unichappell — BMI) 71	Hollywood (Big Elk/Amer. B'casting — ASCAP) . . . 5	Love Is Better (Groovesville — BMI/Conquistador — ASCAP) 53	The Pinocchio (Rubber Band — BMI) 37
Back Up (Tellurium/Tornado — ASCAP) 79	I Can't Get (Conquistador — ASCAP) 11	Love Is So (Jalew — BMI) 77	The Pride (Bovina — ASCAP) 16
Best Of My Love (Saffire — BMI) 40	I Caught Your (Jimi Lane/Ensign — BMI) 67	Loving You (Mighty Three — BMI) 32	There Will Come (Jobete — ASCAP/Stone Diamond — BMI) 50
Body Vibes (Play One/Unichappell — BMI) 34	I Did It For Love (Arch — ASCAP/January — BMI) 80	Love In (Interior — BMI) 68	This I Swear (Buttermilk Sky/Content/Allynn — BMI) 33
Break It To Me (Red Bullet — ASCAP) 15	I Don't Love (Mighty Three — BMI) 12	Make Me Yours (Cash Songs — BMI) 65	This Will Be (Lucky Three/Burma East — BMI) 38
Can't We Just (McCauley/Almo — ASCAP) 61	I Feel Like Dancin' (Excellorec/Saico — BMI) 76	Me And My (Mighty Three — BMI) 81	Tryin' To Love (Bell-Kat/Unichappell — BMI) 23
Coming Back (Bell/Kat — BMI) 84	I Feel So (Cherritown — BMI) 63	Message (Desert Moon/Jeffmar — BMI) 42	Turn On The Lights (Funks/Bump — BMI) 96
Dance And Shake (Sug-Sug — ASCAP) 43	If It's The (Chappell & Co. — ASCAP) 29	Nights On (Casserole/Unichappell/Stamm — BMI) 87	Uptown (Jobete — ASCAP/Stone Agate — BMI) . . . 13
Darlin' (Heavy Starch/Joyfully Sad — BMI) 95	I Get Lifted (Sherlyn — BMI) 73	Now Do-U-Wanta (Nineteen Eighty-Five — BMI) . . . 30	We're Still (Warner-Tamberlane/Van McCoy — BMI) 100
Devil's Gun (ATV — BMI) 88	I Like The Feeling (Klondike — BMI) 91	Once I've Been There (Hot Stuff — BMI) 35	Whatcha Gonna (Irving/Pablo Cruise — BMI) 52
Disco Inferno (Six Strings/Golden Fleece — BMI) . . . 14	I Love A Mellow Groove (Jimpire — BMI) 69	Our Love (Six Strings — BMI) 57	While I'm Alone (Pecie — BMI) 28
Do What You (Sherlyn/Decibel — BMI) 8	I Need Love (J.A.M.F./Six Strings — BMI) 86	Party Land (Debyrd/Blackbyrd — BMI) 57	Whodunit (Bull Pen — BMI/Perren Vibes — ASCAP) 3
Easy (Jobete/Commodores Ent. — ASCAP) 25	(I'm A) Superstar (Midson/John Davis — ASCAP) 60	Reaching For The World (Simi — BMI) 94	You Can Be (Bareback — ASCAP/Burnasu — BMI) 78
Fly Like An Eagle (Sailor — ASCAP) 54	I'm Going Down (Duchess — BMI) 20	Sad Girl (Coppelman/Bandler — BMI) 48	You Don't Have (Muscle Shoals — BMI) 70
Funky Music (Nuante — ASCAP/Lenice — BMI) 82	I'm Your Boogie (Sherlyn/Harrick — BMI) 6	See You When I Git There (Mighty Three — BMI) . . . 46	You Got To (Diagonal/Askme — BMI) 49
Getaway (M. Buru — ASCAP) 73	I Sho Like Groovin' (Bushka — ASCAP) 93	Show Me Love (Mayfield — BMI) 55	You're Throwing (Mighty Three — BMI) 27
Get Happy (Sherlyn/Harrick — BMI) 83	It Feels So (Razzle Dazzle — BMI) 24	Show You (Mighty Three — BMI) 17	Your Love (El Patricio — BMI) 19
Get It Up (W.B./Longdog — ASCAP) 62	I've Got Love (Jay's Ent./Chappell — ASCAP) 31	Sir Duke (Jobete/Black Bull — ASCAP) 2	Your Love Is (Groovesville — BMI) 66

FAST COASTINGS / POINTS WEST

Dedicated his song "A Friend," Joe "Papo" Daddiego. Other numbers included the "Babe" and a drum free-for-all, "In The Jungle." At a heated moment, Daddiego's protest took off on a headlong flight into the audience, sending a terrified Doree Berg into the lap of Mike Becce. All in the family at RCA.

LET IT BLEED — Fantasies were fulfilled May 26 as the members of Kiss actually poured some of their blood into the vat of red ink that would end up on the pages of the first run of Kiss Comics, presented by Marvel Comics publisher Stan Lee. The small vials of blood had been kept in refrigeration since the group's February 21 gig at Nassau Coliseum. Our suggestion: Why not a Kiss-sponsored blood drive?

phil dimauro

POINTS WEST — THE WHO KNOWS WHAT AND WHEN — Which is to say that the venerable *Who* has completed song selection for their next album, which is to be recorded in August for a November release. . . . **The Runaways'** vocalist **Cherie Currie** went into the studio to lend larynx support to a track on the forthcoming second LP from **Yesterday & Today**. . . . **Santana** is hard at work on their next LP at Columbia's SF studios but an early summer tour may interrupt recording so no release date has been set yet. . . . Flutist **Tim Weisberg** has put the finishing touches on the next LP, which should be arriving before the month is out. . . . **David LaFlamme** has begun work on the followup to his debut solo LP at a local studio with a release date planned to coincide with his next tour, which will span July & August. . . . **Frankie Valli** is at a Big Apple studio cutting a **Paul Anka** tune for his next single, titled "Second Thoughts." . . . **Parker McGee** has returned from London where he was invited by **George Harrison** to contribute material for **Splinter's** forthcoming album on **Dark Horse**. . . . **Jim Stafford** is working on his debut effort in **Muscle Shoals**.

ALICE RETURNS FROM HELL TO VISIT THE ANGELS — The California Angels' Anaheim Stadium is preparing for the arrival on June 19 of **Alice Cooper**, whose invading force will include guitarists **Steve Hunter** and **Dick Wagner**, who both have solo albums in the racks. His wise **Cheryl** will be the featured ballerina in a dance ensemble that will perform to "Only Woman Bleed." Alice's guest stars will include **The Kinks**, **The Tubes**, **Nazareth**, **Sha Na Na** and guest hosts **Flo & Eddie**. . . . **The Elvin Bishop Group** featuring **Mickey Thomas**, who has just released his solo LP, has been added to the **ZZ Top** show at L.A.'s Forum June 11. . . . **Lynyrd Skynyrd** returns to New York after a lengthy absence for a Nassau Coliseum date June 16. . . . **Magic Mountain** will host the **Sylvers** in their Showcase Theatre for weekend dates June 11 & 12. . . . **Carole Sager** will hit the road in support of her debut album with a national tour that began June 3 in Denver and will conclude with June 20 and 22 dates at L.A.'s **Roxy** and **S.F.'s Boarding House**, respectively. . . . **The Greg Allman Band** will tour Japan in June and July after a short tour in the U.S. this month. . . . **Paul Williams** will headline a one-niter in Augusta, Maine on June 19 sharing the date with **Helen Schneider**. . . . **Katyan**, the 14-member Trinidad rock group, will tour the east coast in August after work on their album, which starts this month. . . . High profile **Kim Fowley** will present a show of new-wave rock and roll at the **Whisky** June 20-22 featuring **Backstage Pass**, **The Zippers**, **The Weirdos**, **The Dills** and possibly **The Dirty Diapers** and **Boys In Bondage**.

CITY OF THE ONE NIGHT STANDS — That's the premise behind "Welcome to L.A.," a new film which has just begun a local run. Unusual enough is the fact that this movie was written around a suite of songs composed by **Richard Baskin** of "Nashville" fame, in contrast to the part soundtracks usually play as background music, but as **Richard** told me recently in his Los Angeles studio, it is also the first time (besides "Nashville") that the entire soundtrack was recorded live on-camera, an accomplishment for which he is justifiably proud. The music is unforgettably melancholy and uses L.A. as the vehicle for exposing alienation and the failure of human understanding. That factor, combined with the current moviegoing mood has the sensitive son of the ice cream co-founder (**Baskin-Robbins**) a bit worried. "Movies are either escapist or realistic," he explained, "and these days escapist fare seems to be predominant. We've been anesthetized by the amount of media and the search for simple answers. But L.A. requires active involvement." But **Richard** is still proud of the result. "The thing I feel best about," he said, "is that we took a lot of chances with L.A. — something a lot of people aren't willing to do today." Though **Richard** has always wanted to be a recording artist he became interested in film because, as he puts it, "the projects were just too exciting to pass up." **Baskin** made his singing debut as **Eric Wood** in "L.A." and will make his directorial debut in "Greenlove," scheduled for next year release, another picture he will score. Meantime, his long-term goal is about to become reality — his own album, ½ of which is already written, some of which will be part of the movie, and which several record labels are already interested in. Unlike the characters in "L.A." **Baskin** seems well-adjusted for success. Because someday, as he said recently, "I want to be able to laugh at all this."

AS THE WORLD TURNS AND THE INK DRIES — **Clive** and **Arista** have announced the signing of vocalist **Eddie Kendricks**, who's consistently struck gold as a solo artist since he left **The Temptations** in 1970. Work on his first LP for his new associates will continue through the summer. . . . ABC has signed former **Tower of Power** lead singer **Lenny Williams** to a long-term contract with a debut album due later this month, while ABC/Dot has signed country vocalist **Tom Bresh**, whose debut album is expected in the next couple of weeks. . . . **Ricky West**, co-founder of **Kool & The Gang**, has signed with **MCA/Rollers** with his newly formed group, **Ricky West And North South, And East**, with first product due in July. . . . **MCA/Rollers** has also signed **Karen Press**, the first female artist to be produced by the **Rollers** for **MCA** distribution. . . . **United Artists** is pleased at the signing of London's **Stephen Slnclair**, whose test pressing has received considerable **CB** office play in advance of the real thing, which should ship next week. . . . **MCA** has signed west coast based country artist **David Frizzell** with first product due soon in June. . . . **MCA** also inked **Colosseum II** whose first album, "Electric Savage," will be released in Europe this month and later this year on our shores.

LA COSTA TO LA COSTA — Country music singer **La Costa** recently visited **Cash Box** and revealed a myriad of changes in her life and career. First off, she and her ex-pilot husband are foregoing the "country" life in Nashville for sunny Los Angeles. The main reason for the move is a new "concentrated effort" on her career, which may expand into acting and dancing if she has her way. Her new single, **Boz Scaggs'** "We're All Alone," is somewhat of a departure from her previous hard-country stance and is already receiving widely-varied airplay. The arrangement is set up for a pop-crossover in addition to her current country station fans. "I've always liked this kind of song," she noted and added she has been influenced by that "suave and debonair sound" for many years. **La Costa** has recently signed with the **William Morris Agency**. An album with her country singing partner **Tonya Tucker**, could be in the offing in the distant future, but **La Costa** dreams of

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BISHOP GETS CHASEN'S SEND-OFF — **Stephen Bishop** recently was feted by ABC Records execs at Chasen's Restaurant in Los Angeles before departing on his current U.S. tour with **Bread**. Pictured (l-r) at Chasen's are: **Bill Shaler**, vice president of sales for ABC Record Distributors Inc.; **Steve Resnik**, national director of promotion — secondaries for ABC Records; **Howard Frank**, local promotion for ABC Records; **Bishop**; **Charlie Minor**, vice president of pop promotion for ABC Records; **Trudy Green**, Bishop's manager and **Skip Byrd**, president of ABC Record Distributors, Inc.

Gospel Music Merchandiser Schedules Retail Promotions

(continued from page 14)

chains. "But we feel that in working this closely with the stores, the program will pay off in terms of dealer support on future projects."

While it is carrying out the TV promotion, **Word** will also place the same product with specialty retailers in other test markets without the support of TV advertising. This alternative approach, **Moser** said, would serve to test the walk-in traffic on a "very strong record package."

If the dealers display **Word's** packages prominently, **Moser** believes "we'll sell additional sets to people who never saw the ad. So, we feel that the recognized record store traffic will offset the loss of the mass merchandisers to the point where we can afford the project."

'Break-Even Point'

Although the number of discs in each package and its suggested retail price have yet to be determined, **Moser** said **Word** would price its product very competitively. "We will price it to compete with the successful mass merchandisers, even if we lose money. We want to make money, but we're looking at it as a promotional vehicle, too. So if we had to come to a break-even point, we'll do it. We want to compete with the people who are on television."

The promotional aspect of the packages

is one of the main reasons, **Moser** emphasized, for putting together samplers rather than albums built around one artist. The other reason, he said, is that "we don't feel at this time that we have a strong enough, universally accepted artist to pull in the mass market, and that's what we're dealing with."

Moser rejected the notion that these albums would move best in the more conservative, religiously-oriented sections of the country. "The days of the Bible belt are long behind us. Several years back, of course, some parts of the country were more prone to buy gospel music than others. But in the last two or three years, every part of the country has been buying it. It's a matter of which kind of gospel music."

He added that **Word** had "met the country's needs" by marketing a wide variety of religious music, ranging from traditional gospel to country & western and progressive gospel.

None of the material on the initial series of TV packages will be licensed from other companies, according to **Moser**. **Word's** various labels have about 800 releases in their current catalogs.

If the tests yield favorable results, **Moser** continued, **Word** has contemplated assembling a black gospel package. In that case, it will probably license some recordings from **ABC Records**.

Elektra/Asylum Holds Meeting

(continued from page 14)

among them, signing autographs.

"We feel the black market is one we have to go out and reach," asserted **Randy Edwards**, branch marketing coordinator for **WEA**. The Southside promotion was initiated by **William Barney** of **Barney's One-Stop** and developed by **WEA** branch sales manager **Al Abrams**.

The second in a series of **WEA** special Chicago luncheons recently featured **War-**

ner **Brothers** recording artist **Candi Staton**.

WEA inaugurated its black market push with the appointment of **Oscar Fields** to the new post of black music director last April (**Cash Box**, April 30). In addition to increased promotional attention from the branches, small black dealers, which previously were unable to take advantage of co-op allowances, will be receiving funds for radio ads and some back-up print promotions.

Management Companies Formed In New York

NEW YORK — Two new talent management firms, **L and R Productions** and **Peimer-Roffman Associates**, have recently been formed in the New York metropolitan area.

L and R Productions, a management and promotion firm presently handling **Daybreak**, **Sweet Tooth**, and **Sandy Feldman**, has established offices at 16 East Broad Street, Mt. Vernon, N.Y. 10552.

Peimer-Roffman Associates, a new talent management and music publishing concern, was formed by **Jules Peimer** and **Richard Roffman**, with offices at 888 8th Avenue, N.Y. 10019.



STEWART GETS KHJ GOLD — **Janus** recording artist **Al Stewart** recently was awarded a gold record for attaining #1 status on the **KHJ** playlist. Pictured (l-r) are: **Rosie Guevera** of **KHJ**; **Stewart** and **Bobby Ocean** of **KHJ**.

Atlanta Retail Mkt. Analyzed

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has advertised heavily on Atlanta TV stations because, explained Mansfield, "The cost per thousand appears to be cheaper, and Atlanta is a focal point of the southeast, where a lot of records are broken. Also there's a lot of cable television that goes all the way as far as Birmingham and Tuscaloosa (Alabama). Geographically, you're picking up on a tremendous area."

Although television ads are increasing, print and especially radio remain the leading advertising vehicles in Atlanta. Across-the-board ad support from Atlanta retailers is received by two radio stations: WKLS-FM, a progressive rocker, and WQXI-AM, which features a top 40 format. WAOK-AM, the market's leading R&B station is also considered to be one of the market's most influential stations.

The Atlanta Journal and Atlanta Constitution, the city's daily papers, are both underutilized by retailers advertising in the

city. Prohibitive cost and limited effectiveness are the two reasons most often cited as an explanation. K mart places the most ads in the dailies, especially in the Saturday "Weekender" section, while the market's other retailers run a majority of their print ads in the Gazette and Creative Loafing, the city's two alternative, weekly papers.

L.A. Recording Academy Chapt. Elects Governors

LOS ANGELES — The Los Angeles chapter of the Recording Academy has elected 21 new governors-at-large to serve 2-year terms. The newly elected officials will join 21 governors elected last year in representing the various membership classifications within the academy.

The new board will be installed at the June 7 meeting at the Magic Castle in Hollywood.

Bill Aucoin On The Manger's Role

(continued from page 22)

preparing to start a television and film department as an arm of his management company.

Fans Have 'Open Minds'

Whereas it is generally believed that one cannot successfully barrage the public with product, Aucoin believes that in the rock market you can, to some degree. "The fans have such open minds, like sponges. They really want that information. They love to hear more music."

In making a record deal, Aucoin said, "I would much prefer to go with a label that believes in an artist, that generates enthusiasm. That enthusiasm is very hard to get out of people if it is not there in the first place. That is what you look for. I believe in spelling out everything to the record company in advance, which is a little scary. There is a fine line between spelling everything out for a record company and really keeping them involved. They have a tendency to feel, and rightly so, that they might just be becoming a bank or a distributor as opposed to really helping in the development and creativity of an artist. And that is really not the case. I don't think they are prepared for a manager to come in and say 'Here is what it is going to cost, here is how it is going to happen.' We do everything from financial schedules to cash flows, to recording schedules, to touring."

"In approaching that label with your product," Aucoin said, "I don't really care too much for tapes. I believe they give you a false sense of security, or in the reverse, you may go in and play the tape and what you hear in it they may not hear. The magic, the aura of the group, may not be totally transferable on a tape. I'm not sure people really want to hear demos. I think for the most part they would much prefer to have you come in with a master tape and say 'well, here it is, what do you think?' I don't even like that. I would prefer the label to get involved with the group, see them live. I may allow voices to be overdubbed on any demo that I do but generally it should be as live as possible. If you don't have it there to begin with, if they won't be able to perform live, then they generally are not worth signing."

Three Contract Concepts

The signing of a group to a label involves three important concepts in Aucoin's mind. "The first important aspect in the contract is to obtain an advance so you can keep the group going. The next thing to discuss is

the royalty points you are going to get, as that is the difference between recouping your money and never recouping it if the points are too low. The third aspect of the contract is tour support. I like royalty percentages, points, based on performance. A new group should generally start with 12 royalty points or 12 percent, working up to 14 percent, based on performance. I don't think any deal should be less than 10 points.

"It is not always important that you put everything in writing. Sometimes it is just better to have a valuable communication network with the label. As long as you feel good about the people, you don't have to have every last detail in writing."

"You then need an agency to work for you right from the start. Don't bother with trying to find a 'better deal' once you have signed with an agency. You should not be trying to cut someone down at the beginning when they are trying to help you. The agents deserve every penny of what they get."

The next concern of any manager is touring. "It takes two years to play all the markets in the states, including the secondaries. The secondaries in my mind are just as important as the larger markets because those are the people who are buying the records because they don't get something all the time. It is very important to them. If you are building an act and you want to hit all the markets, you have to give yourself two years right off the bat. And even then you might not even be in a position to tour all the time. If you really believe in an act you have to give yourself time and you can't worry about one bad concert or one bad review."

"In fact, sometimes I will allow a group to do certain things in a concert that I wouldn't necessarily want them to do, only because I want them to learn from it. It is much better to let that concert not get that great reaction it could have gotten. It is better for them to learn it for themselves as they won't forget it the next time. This decision is based on a certain relationship that is developed between an artist and a manager. You need this type of relationship, one where you can say no to them. You can't just be a 'yes' man. You have to be able to say no and when the occasion arises, stand by it. If you can get it all together with the group and the label I would say you have about an 80 percent chance of breaking an act. The percentages are on your side."

POP PLAYLIST HIGHLIGHTS

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Ex To 25 — Waylon Jennings
Ex To 28 — Barbra Streisand
Ex To 29 — Jackson Browne
Ex To 30 — Walter Egan
WWSA — SAVANNAH
2-1 — Stevie Wonder
29 — Rita Coolidge
30 — England Dan & J.F. Coley
20 To 15 — Marvin Gaye
29 To 6 — Meri Wilson
30 To 20 — Waylon Jennings

KING — SEATTLE
1-1 — Bill Conti
24 — Peter Frampton
*Abba
*Jimmy Buffett
9 To 2 — Andrew Gold
12 To 5 — Alan O'Day
19 To 15 — Foreigner
20 To 13 — Dean Friedman
24 To 20 — Marshall Tucker Band
Ex To 21 — Andy Gibb
Ex To 23 — Barbra Streisand

KJR — SEATTLE
1-1 — Bill Conti
*Shaun Cassidy
*Peter McCann
**Suzy & Red Stripes
**Rod Stewart
11 To 6 — Andrew Gold
14 To 10 — Alan O'Day
23 To 19 — Barbra Streisand
Ex To 25 — Heart

KEEL — SHREVEPORT
1-1 — Waylon Jennings
34 — Foreigner
*Maze
*Neil Sedaka
*Walter Egan
9 To 4 — Jimmy Buffett
17 To 10 — Andrew Gold
23 To 12 — Alan O'Day
Ex To 32 — Abba
Ex To 33 — David Soul
Ex To 35 — Carpenters

WORD — SPARTANBURG
6-1 — Rita Coolidge
*Ram Jam
*Isley Brothers
*Dr. Hook
*Heart
*Rod Stewart
*Pablo Cruise
9 To 5 — Andy Gibb
12 To 6 — Alan O'Day
20 To 7 — Peter McCann
22 To 18 — Shalamar
25 To 13 — Shaun Cassidy
Ex To 21 — Lou Rawls
Ex To 23 — Peter Frampton
Ex To 25 — Abba

KJRB — SPOKANE
1-1 — Fleetwood Mac
*Andy Gibb
**Pablo Cruise
12 To 6 — Steve Miller
21 To 16 — Barry Manilow
Ex To 20 — Shaun Cassidy
Ex To 24 — Alice Cooper
Ex To 25 — Kenny Rogers

KREM — SPOKANE
1-1 — Stevie Wonder
*Shaun Cassidy
Ex To 29 — Jimmy Buffett

WSPT — STEVENS POINT
3-1 — Ram Jam
*Suzy & Red Stripes
*Abba
*Peter Frampton
14 To 9 — Shaun Cassidy
17 To 11 — Jimmy Buffett
18 To 10 — Dean Friedman
21 To 15 — Addressi Brothers
Ex To 22 — Waylon Jennings
Ex To 29 — Sylvers
Ex To 30 — Rita Coolidge

KJOY — STOCKTON
6-1 — Steve Miller
26 — Manfred Mann
27 — Rita Coolidge
28 — Peter McCann
29 — Rod Stewart
30 — Abba

14 To 6 — Barbra Streisand
16 To 10 — 10cc
21 To 15 — Heart
23 To 17 — Andy Gibb
28 To 20 — Marlena Shaw
29 To 19 — Linda Ronstadt
30 To 25 — Barry Manilow

WOLF — SYRACUSE
1-1 — Fleetwood Mac
22 — Abba
8 To 3 — KC & Sunshine Band
13 To 8 — Steve Miller
28 To 23 — Alan O'Day
29 To 21 — Marshall Tucker Band
30 To 18 — Shaun Cassidy

KTAC — TACOMA
1-1 — Fleetwood Mac
*Heart
*Peter McCann
*Marvin Gaye
**Rod Stewart
15 To 9 — Bill Conti
18 To 12 — Alan O'Day
19 To 14 — Marshall Tucker Band
20 To 15 — Andy Gibb
Ex To 24 — Kenny Rogers
Ex To 25 — Jimmy Buffett

WGLF — TALLAHASSEE
1-1 — Marshall Tucker Band
*James Taylor
*Heart
*Atlanta Rhythm Section
*Commodores
10 To 6 — Steve Miller
13 To 9 — Peter McCann
18 To 11 — Andy Gibb
20 To 13 — Eagles
21 To 16 — England Dan & J.F. Coley
22 To 18 — Abba
25 To 19 — Rita Coolidge
26 To 21 — Peter Frampton
28 To 23 — Marvin Gaye
Ex To 28 — Barbra Streisand
Ex To 29 — Captain & Tennille
Ex To 30 — Dr. Hook

WLKY — TAMPA
1-1 — Stevie Wonder
*Addressi Brothers
7 To 3 — Shaun Cassidy
11 To 5 — Alan O'Day
12 To 7 — Bill Conti
25 To 20 — Marvin Gaye
26 To 22 — Eagles
27 To 21 — Dean Friedman
30 To 23 — Barry Manilow
Ex To 28 — Abba
Ex To 29 — Boston
Ex To 30 — Andrew Gold

KEWI — TOPEKA
2-1 — Bill Conti
No new additions
21 To 5 — Alan O'Day
Ex To 22 — Steve Miller
Ex To 23 — Hot

WTRY — TROY
1-1 — Stevie Wonder
*Captain & Tennille
*Stephen Bishop
*10cc
9 To 5 — Hot
17 To 10 — Kenny Rogers
22 To 16 — Barry Manilow
29 To 22 — Peter Frampton
30 To 17 — Shaun Cassidy
Ex To 25 — Jimmy Buffett
Ex To 26 — England Dan & J.F. Coley
Ex To 27 — Peter McCann
Ex To 28 — Abba
Ex To 30 — Pablo Cruise

KAKC — TULSA
2-1 — Fleetwood Mac
*Neil Sedaka
*Helen Reddy
*Crosby, Stills & Nash
**Ram Jam
**Heart
11 To 7 — Bill Conti
17 To 9 — Alan O'Day
22 To 16 — Eagles
24 To 18 — Bob Seger
26 To 21 — Jimmy Buffett
27 To 20 — Rita Coolidge
29 To 24 — Peter Frampton
34 To 27 — Shaun Cassidy
37 To 31 — Sylvers

Ex To 35 — Peter McCann
Ex To 39 — Abba
Ex To 40 — Mac Davis
KELI — TULSA
4-1 — Fleetwood Mac
*Helen Reddy
*Mac Davis
*Pablo Cruise
*ELO
*Bay City Rollers
*Kris Kristofferson
23 To 15 — Eagles
24 To 17 — Rita Coolidge
27 To 12 — Meri Wilson
Ex To 20 — Shaun Cassidy
Ex To 24 — Peter McCann
Ex To 26 — Barbra Streisand
Ex To 27 — Sylvers

WTLB — UTICA
1-1 — Fleetwood Mac
*Bay City Rollers
*Kris Kristofferson
*Heart
*Kenny Nolan
**Waylon Jennings
8 To 3 — Alan O'Day
16 To 9 — Marvin Gaye
22 To 14 — Steve Miller
25 To 20 — Eagles
26 To 18 — Shaun Cassidy
29 To 24 — Peter Frampton
Ex To 28 — Abba
Ex To 29 — Barbra Streisand

98Q — VIDALIA
5-1 — Fleetwood Mac
20 — Meri Wilson
*Rufus
*Eagles
*Alice Cooper
**Jackson Browne
**James Taylor
**Pablo Cruise
9 To 4 — Jimmy Buffett
21 To 17 — Andy Gibb
22 To 12 — Bill Conti
23 To 18 — Marvin Gaye
25 To 19 — Peter McCann
26 To 21 — Barry Manilow
29 To 24 — Dean Friedman
31 To 26 — Rita Coolidge
33 To 28 — Peter Frampton

WPGC — WASHINGTON
1-1 — Marvin Gaye
21 — Shaun Cassidy
*Rita Coolidge
*Peter McCann
*Abba
11 To 3 — Alan O'Day
22 To 17 — Barry Manilow
24 To 18 — Jimmy Buffett
Ex To 28 — Peter Frampton
Ex To 29 — Sylvers
Ex To 30 — Pablo Cruise

WKWK — WHEELING
2-1 — Fleetwood Mac
*Heart
*Rita Coolidge
*Bay City Rollers
**Wild Cherry
**Helen Reddy
**10cc
21 To 15 — Shaun Cassidy
26 To 21 — Joe Tex
22 To 18 — Jimmy Buffett
Ex To 29 — Barbra Streisand
Ex To 30 — Peter McCann

KLEO — WICHITA
1-1 — Alan O'Day
28 — Boston
29 — Shaun Cassidy
30 — England Dan & J.F. Coley
15 To 8 — Joe Tex
22 To 13 — Rita Coolidge
26 To 19 — Manfred Mann
29 To 23 — Eagles

WAIR — WINSTON/SALEM
2-1 — Stevie Wonder
*Rod Stewart
*Neil Sedaka
*James Taylor
16 To 11 — Eagles
23 To 18 — England Dan & J.F. Coley
27 To 21 — Barbra Streisand
28 To 22 — Peter Frampton
Ex To 26 — Andy Gibb
Ex To 28 — Crosby, Stills & Nash

EAST COASTINGS / POINTS WEST

(continued from page 46)

putting together an album with familiar country singers Gene Autry, Roy Rogers, Dale Evans and the Sons Of The Pioneers, among others. This pretty and gracious lady is a welcome addition to the west coast.

FLEDGLING IN THE WINGS — Paul & Linda McCartney announced at London's Heathrow Airport (an appropriate place, yes?) that they are expecting another child, and early predictions from Paul are that the new arrival will be of the feminine gender. Sez Paul, "We are expecting another girl. We're used to girls." . . . **The New Riders Of The Purple Sage** were flattered at the news that a fan recently gave birth to a daughter while listening to a NRPS album, and christened her child, Sage. In a letter to the woman that was accompanied by albums, T-shirts and autographed pix, NRPS' Spencer Dryden wrote, "Congratulations on a healthy birth and your good taste in music." . . . Our deepest sympathies to the families of William Powell, Jr., formerly of The O'Jays, who died May 26 after a long illness, and to the survivors of composer/saxophonist Paul Desmond, who died in NYC, May 31 of lung cancer, and who penned "Take Five," the first jazz instrumental to go gold. The music world will miss them both . . . Dustin Hoffman has been set to guest star on "The Bette Midler Special," an NBC production to air in the fall . . . **Jim Seals and Dash Crofts** have been set to record the soundtrack for an upcoming Warner Bros. film, "One on One," after completing work on an animated feature, "Forever Like A Rose," and a video special for pay television co-starring Paul Williams, Kenny Rankin and Ann Murray . . .

George McCorkle of the Marshall Tucker Band recently hosted a five-hour guest D.J. spot at WORD-AM in his home town of Spartanburg, S.C., playing records and conducting interviews with friends Waylon Jennings, Chuck Leavell of Sea Level, Hank Williams, Jr., Willie Nelson, Charlie Daniels and Dickey Betts.

The usually low-profile Steely Dan broke protocol when group members Donald Fagen and Walter Becker stopped by local FM station KPFF for a show hosted by Harvey Kubernik and Richard Cromelin. Caffeine was abundant for the 1 to 5 a.m. show where Messrs. Fagen and Becker took phone calls on the air, played some of their favorite records and announced a new album due in July or August and a national tour in September . . .

chuck comstock

CASH BOX COIN MACHINE

Bally Holds First Technical Seminar On Electronic Equip.

CHICAGO — Operators from just about every state in the nation, including Hawaii and Alaska, as well as from Canada and various European countries, were represented at the recently held service program sponsored by Bally Manufacturing Corporation.

The program consisted of a series of three-day specialized service schools held at weekly intervals on Monday, Tuesday and Wednesday of each of the first three weeks in May. Bally's field service manager Bernie Powers, who is well known in the industry for the countless schools he has conducted during his tenure with Bally, devoted a great deal of time and effort to co-ordinating the project and expressed his personal gratification and that of the entire Bally organization for its success.

Six Months To Arrange

Powers told *Cash Box* that upon returning to his office on the day following the conclusion of the program, he was greeted by an outpouring of commendatory phone calls, with individuals asking when the next series would be held. "It took us six months to arrange this school," Powers said, "and I really hadn't planned to start working on another one just yet. But if customer demand dictates it, Bally will certainly sponsor a second program."

The schools were held at Howard Johnson's, located near Chicago's O'Hare Airport. The first two days in each sequence were devoted to Bally electronic pinball machines exclusively, and the third day to Midway video equipment. Instruction was broken down into four parts: introduction to electronic games, with emphasis on safety features, basic electronics and what the serviceman should know in order to approach the machine; the theory behind the electronic system being used inside the Bally pinball machine; a full day workshop, with class participation in all areas of electronic pinball; and a comprehensive session on Midway video equipment. A special guest at the Midway class was Chris Petri of Motorola, who gave a demonstration of the monitor used in Midway's video machines.

Although Bally is noted for its extensive contributions in the area of service instruc-



Bernie Powers

tion, this particular program was the first of such magnitude the firm has sponsored. The entire project was prompted, as Bernie Powers told *Cash Box*, by the fact that "our machine has been designed with the operator in mind, meaning that unlike any other electronic device he has ever been given before, the operator can quickly and easily test our machine electronically down to a component level, without having to buy bulky, fancy test equipment. And this can be done right on location," he noted. "However, it is difficult to explain the procedure to an operator without showing him exactly how it is done. Our recently concluded seminar accomplished this end."

Powers went on to say that as each seminar opened on Monday morning, the assemblage of students was told that by Tuesday afternoon after class, everyone in attendance would be able to troubleshoot anything in the game to a component level, "and in the ensuing two days, we proved it," he added.

Participants

Powers said that the majority of the people in attendance were either operators or service personnel and mechanics representing operators, since Bally had already schooled distributor personnel at a

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The JukeBox Programmer

Top New Pop Singles

- 1 YOUR LOVE HAS LIFTED ME RITA COOLIDGE (A&M 1922)
- 2 I'M IN YOU PETER FRAMPTON (A&M 1941)
- 3 MY HEART BELONGS TO ME BARBRA STREISAND (Columbia 3-10555)
- 4 ALL YOU GET FROM LOVE IS A LOVE SONG CARPENTERS (A&M 1940)
- 5 NEON LIGHTS ATLANTA RHYTHM SECTION (Polydor 14397)
- 6 WHATCHA GONNA DO PABLO CRUISE ((A&M 1920-S)
- 7 SLOW DANCIN' DON'T TURN ME ON ADDRISI BROTHERS (Buddah/RCA BDA 566)
- 8 YOU MAKE ME BELIEVE IN MAGIC BAY CITY ROLLERS (Arista AS0256)
- 9 COME IN OUT OF THE RAIN CAPTAIN & TENNILLE (A&M 1944)
- 10 NEVER HAD A LADY BEFORE BURTON CUMMINGS (Portrait 6-7003)

Top New Country Singles

- 1 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA BP-10976)
- 2 HONKY TONK MEMORIES MICKEY GILLEY (Playboy ZS8 5807)
- 3 I DON'T WANT TO CRY LARRY GATLIN (Monument 221)
- 4 I'M THE ONLY HELL JOHNNY PAYCHECK (Epic 8-50391)
- 5 A SONG IN THE NIGHT JOHNNY DUNCAN (Columbia 3-10554)
- 6 I CAN'T HELP MYSELF EDDIE RABBITT (Elektra E45390-A)
- 7 MAKING BELIEVE EMMYLOU HARRIS (Warner Bros. WBS 8388)
- 8 I CAN'T LOVE YOU ENOUGH CONWAY TWITTY & LORETTA LYNN (MCA 40728)
- 9 LUCKENBACH, TEXAS WAYLON JENNINGS (RCA PB 10924)
- 10 DIFFERENT KIND OF FLOWER RAY PRICE (ABC/Dot DO-17690)

Top New R&B Singles

- 1 EASY COMMODORES (Motown M1418F)
- 2 SLIDE SLAVE (Cotillion/Atlantic 44218)
- 3 NOW DO YOU WANT A DANCE GRAHAM CENTRAL STATION (Warner Bros. WBS 8378)
- 4 GO AWAY LITTLE BOY MARLENA SHAW (Columbia 3-10542)
- 5 ME AND MY MUSIC SPINNERS (Atlantic 3400)
- 6 A REAL MOTHER JOHNNY GUITAR WATSON (DJM/Amherst DJUS 1024)
- 7 COMING BACK FOR MORE WILLIAM BELL (Mercury 73922)
- 8 BABY DON'T CHANGE YOUR MIND GLADYS KNIGHT (Buddah BDA 569)
- 9 GOT TO GIVE IT UP MARVIN GAYE (Tamla/Motown 54280F)
- 10 YOU'RE WHAT'S MISSING IN MY LIFE G.C. CAMERON (Motown MI412F)

Top New MOR Singles

- 1 MY HEART BELONGS TO ME BARBRA STREISAND (Columbia 3-10555)
- 2 COME IN OUT OF THE RAIN CAPTAIN & TENNILLE (A&M 1944)
- 3 MAKING A GOOD THING BETTER OLIVIA NEWTON-JOHN (MCA 40737)
- 4 I'M IN YOU PETER FRAMPTON (A&M 1941)
- 5 ROLLIN' WITH THE FLOW CHARLIE RICH (Epic 8-50392)
- 6 TELEPHONE MAN MERI WILSON (GRT 127)
- 7 YOUR LOVE HAS LIFTED ME RITA COOLIDGE (A&M 1922)
- 8 ALL YOU GET FROM LOVE IS A LOVE SONG CARPENTERS (A&M 1940)
- 9 DO YOU WANNA MAKE LOVE PETER McCANN (20th Century 2335)
- 10 DREAMS FLEETWOOD MAC (Warner Bros. WBS 8371)

Mall Arcades: An Overview

by Frank Manners

CHICAGO — Imagine this: comfortable surroundings, bright colors, flashing lights and games — orderly, polished and poised — awaiting the player and ready to sing electronically. An arcade, especially a mall arcade, is the end product, the expensively wrapped package, resulting from a lengthy, taxing, intricate process.

The first step in setting up a game room is the selection of a high-density, high-

traffic location. The usual site is a 400,000 to 500,000-square-foot regional shopping mall in a community with a 30,000-plus population. Within the mall, the developer will likely determine the operator's location; but the preferred store would average 1,000 to 3,000 square feet, with a minimum 24 foot front for easy access and visibility to patrons, and neighbors like fast-food restaurants or multiplex theaters that thrive on a large turnover of customers.

Once the operator selects a site, he must check local game ordinances. Each state, county and city may have its own licensing fees and amusement device restrictions and prohibitions, and for his own protection an operator must be aware of them — since violations can lead to harassment, confiscation, or shutting down the room. For example, in certain states the arcade owner must be a resident of that state in order to obtain a license.

'Marketable Image'

Reverting back for a moment to the first step of selecting a location, I would like to qualify that choosing a spot does not mean getting it. Before the operator secures the desired location, he may hire a designer or architect to create a marketable image and

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MOM Convention Stresses The Need For More Effective Public Relations

MINNEAPOLIS, MINN. — The Music Operators of Minnesota (MOM) held its annual convention and trade show at the Holiday Inn in Minneapolis May 20-22. In attendance were more than 150 representatives of the coin-operated music, game and vending machine industry from the upper midwest.

Addressing the convention on Saturday, May 21, were representatives of the national Amusement and Music Operators Association (AMOA).

AMOA president Garland Garrett, Sr., who spoke on industry conditions, said that though the industry has come a long way in projecting a more favorable image to the public, members must continue to strive for increased public awareness and respect. To help attain this goal the national organization is producing a public relations audio-visual slide program covering all phases of the business.

AMOA executive vice-president Fred Granger spoke on the status of the organization and federal legislation. According to Granger, the national association is growing and he predicted that the 1977 AMOA exposition and trade show (scheduled for the Conrad Hilton, Chicago, October 28-30) will be the biggest in history. He also noted that many coin-operators from around the world were

planning to attend.

Also addressing the convention was Ruth Dembowitz, editor of the industry trade publication *Vending Times*, who spoke on the importance of promoting the industry. She said that favorable legislation and increased business would be the benefits derived from a more positive public attitude about the industry.



RE-ELECTED — Dick Hawkins, D&R Novelty, Rochester, was elected to a second term as president of the Music Operators of Minnesota during the association's recent annual convention in Minneapolis.

A Full Line of
Coin Operated
Recreational
Tables from

American
SHUFFLEBOARD COMPANY
210 PATERSON PLANK ROAD
UNION CITY, NEW JERSEY

"The House That
Quality Built"



The Dynamo model 30 was the official pool table for the recently held 5th annual Coin-Operated Pool Tournament, co-sponsored by the Illinois Coin Machine Operators Assn. and Dynamo Corp., at the Continental Regency Hotel in Peoria, Ill. Pictured at the table is tournament winner Al Koklys as he was preparing for a shot during the competition. The tables were popularly received by the players, according to Dynamo's vice president John Lewis. Empire Distributing provided the Dynamo tables used in the tournament. Total prize purse amounted to \$10,000.

Bally Announces New Video, Pinball Units For Home Entertainment Market

CHICAGO — Bally Manufacturing has entered the home entertainment market in dramatic fashion with the introduction of its new Professional Arcade TV center and Evel Knievel pingame. Both commercial-quality units feature the latest in solid-state circuitry to provide years of trouble-free operation at home.

The Bally Professional Arcade incorporates all the latest microprocessor technology, which permits more realism and sharper, more detailed action on the screen. The Bally Professional Arcade loses nothing in the transition from Arcade to home, incorporating a fully programmable microprocessor unit with a 4-function, 10-memory printing keyboard calculator; full screen display, scroll button and entry correction. It operates on ordinary house current, requires no batteries and attaches easily to any size TV — color or black and white. In addition to offering Bally's commercial-quality arcade games, the Bally Arcade can teach and educate with its calculator and microprocessor. The sophisticated, full-capacity calculator is readily adaptable to reconciling bank balances, computing taxes and helping children with their homework.

The Arcade comes with two games, Checkmate and Gunfight, built into the computer-like console. It also has a cassette mode to play additional games and learning programs, available optionally in Bally Videocade electronic program cassettes. The Arcade includes hand controls to provide fun and action for 1 to 4 players.

Because of the Arcade's extra memory power, characters have full 360° motion. In Gunfight, for example, there are moveable cacti for them to duck behind. And when they are hit, it's to the apt strains of "Taps" or "The Funeral March." Baseball players don't just occupy positions; they run on and off the field, with life-like running actions.

The optional Videocade Electronic Programs are available in series of two to four games on each cassette. The Action/Skill Series Videocades include 280 Zzap and Dodgem; Sea Wolf and Bombardier; Panzer Attack and Red Baron. The Sports Series Videocade contains Tornado Baseball, Tennis, Hockey and Handball. The Educational Series Videocade contains Elementary Math and Scribble, while the Strategy Series Videocade includes Blackjack, Poker and Acey-Deucey. Future videocades are planned in each series.

According to Bally, the software library will continually be updated and future Videocade cassettes will be fully compatible with the current system. Each Videocade series will be expanded and won't be limited to just fun and games. Additional Functional Series electronic programs that will help consumers in home finances, business, education and the arts are also planned.

Because the Arcade has a built-in, automatic shut-off switch to prevent overheating, it won't damage the TV screen in case it should be left on accidentally.

Service is simple. An external test computer at the local servicing agent can be plugged right into a panel on the back of the console to check the electronic modules. Problems, such as defective modules, are then displayed right on the display screen so there is no question about what is wrong.

Bally's Evel Knievel Home Pinball was likewise designed specifically for maximum in-home enjoyment. All that is necessary is to snap in the Bally "Game Brain" circuit board and plug Evel Knievel into any standard household outlet — and the game is ready to play. The flipper buttons are only 34 inches from the ground, so even small children can play. An automatic ball return keeps the tempo of the game going and when one game is over, it is ready for

another play with the push of a button.

Up to four players can participate in each game, and large lights indicate which player's turn is up. Large, easy-to-read modern LED scoring readout tells each player his own score.

The mini-computer "Game Brain" runs all the action. It tallies individual player's scores and remembers them as the game progresses. It keeps track of balls, bonuses and tilts and is programmed with a sound system that plays a dozen different tones and tunes that add to the fun and enjoyment throughout the game.

Evel Knievel has a commercial size, 22-by-42 inch hardwood playfield with all of the color, action and excitement — including three flippers, bumpers, thumpers, bells, and the flashing lights — of coin-operated commercial machines normally found only in amusement centers. For added safety and durability, it features a sturdy wood composite cabinet, safe, shatterproof tempered glass over the playfield and strong steel legs with levelers.

The diagnostic check switch allows the machine's owner to periodically test every vital function of the game. When the diagnostic check button is pressed, the Evel Knievel runs through all systems and tests the logic, program, drivers, score display, switches, solenoids and lamps. If there is a problem, the entire Game Brain snaps out and can be easily replaced.

Evel Knievel also features an easy/hard switch located on the game board. When on "easy," the game is programmed to give the player an extra ball for every 50,000 he scores. When in the "hard" position, the Bally Evel Knievel gives an extra ball for every 100,000 score. Whether on easy or hard, the maximum number of extra ball per player is three.



FUN AT HOME — The Bally Professional Arcade (top) and Evel Knievel pinball game (pictured with namesake above) are two recent additions to the burgeoning home entertainment market.

Mall Arcades: An Overview

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a program for his company, which he subsequently presents to the developer. The operation must then convince the developer that he should be in the store, rather than someone else, and that he has more to offer the mall than his competitor. The format usually includes the baby sitting feature, which is a good selling point, since an arcade keeps kids out of trouble and captivated by the machines while parents shop, so it performs a valuable public service. An important point to bear in mind is that when choosing a tenant the developer normally favors the established mall operators, the ones with Rock of Gibraltar reputations and stainless steel clout, so the rookie has nearly insurmountable roadblocks in garnering a lease because he is untested. The circumspect developer fears his inexperience.

Where do you find the developer? Many are contacted at annual conventions or directly through the International Council of Shopping Centers. On a local level, the operator could seek out ongoing construction projects in a particular area and find out who is developing a specific mall.

Once the arcade operator is awarded the mall space, all he possesses actually is a bare room with infinite possibilities, so he retains a general contractor to install the pragmatic essentials like electricity, lighting, heating, cooling, plumbing, carpeting, etc. He also involuntarily contracts for much aggravation and distress as seemingly interminable delays threaten to forestall opening day until some time in the 21st century.

Game Room Decor

If the contractor creates the flesh and bones of the game room, then the designer or architect creates the spirit. The mall operator may want a mundane, conservative layout or an elaborate fantastic theme. In generating a theme, imagination is the chief criterion. Decor runs the gamut from 1001 Arabian Nights to the Wizard of Oz; from Wild West to Seven Seas. One game room welcomes the patrons with wigwam and Indian. Another is constructed in the shape of a pinball game replete with flippers and mushroom bumpers, and, lastly but not finally, one employs the inside of an airplane. Pub pong, what hath thou wrought? Theme or no theme, the game rooms are usually geared to the family audience, teenagers, young adults. After all, the operator considers his establish-

ment a family recreation center. Some rooms diverge from this appeal, however. One room, trying to attract a sophisticated crowd, has glittering chandeliers instead of the common fluorescents.

Selecting Equipment

While the contractor is contracting and the designer designing, the mall operator goes shopping for equipment, someone to repair it, and a manager who'll keep the customer satisfied and the game room clean and in one piece. After making the rounds of the local distributors and checking his mall and street competitors, he picks up anywhere from 25 to 50 games, contingent upon the size of his room. Too few and the store looks naked and uninviting; too many and the store looks cluttered, with the excess games watering down profits rather than increasing play — a case of diminishing returns.

Should the operator rent or buy his equipment? A hung jury on this question. Some say that if you are financially sound, then buy. If adhering to a strict corporate budget, rent. Others say be flexible. First rent equipment and see how it does; then buy the stars and return the flops.

Once the arcade is outfitted, the operator can adopt a laissez faire attitude and hope the customers roll in, or he can institute various promotional strategies. Some mall owners rent the game room for anniversary and birthday parties. They charge \$2 per person for \$3 worth of games. Other variations on the freebie theme are coupons at snackshops and ice cream parlors. Buy a cone and get a free game coupon. Or buy an entire gift certificate. One can stimulate business through weekly tournaments a la pinball, table soccer, and air hockey or for the more adventurous, do as one operator did — he trained a chimp for one year to play pinball, and at the grand opening of all his stores, the chimp challenged the local disc jockeys and won. The disc jockeys themselves promoted the tournaments on rock stations. Involving the media or just straightforward advertising brings in customers.

The mall arcade has come a long way. At one time in the not-too-distant past, it was anathema to allow a game room in a prestigious shopping center. However, through dedicated, strenuous effort, arcade operators have secured a respected niche in the malls and in so doing greatly expanded the terrain of the coin-machine industry.

CHICAGO CHATTER

President **Garland Garrett** and a team of association officers, comprising the government relations subcommittee, were in Washington to meet with legal counsel **Mike Allen**. Purpose of the meeting was to draw up a slate of recommendations, pertinent to the new copyright law, for submission to the copyright office. Since the copyright law officially goes into effect in January 1978, some of the specifics of the legislation and the mechanics, so to speak, such as what particular type or size sticker is to be placed on the machines, whether or not a code number is to be used, etc., must be stipulated. Accompanying Garrett to Washington were **Don Van Brackel**, v.p.; **Bob Nims**, treasurer; immediate past president **Ted Nichols** and executive veepee **Fred Granger**.

BE ON THE LOOKOUT for a brand new 4-player pinball machine from Williams Electronics, Inc. — and the name of the game is "Big Deal." Firm's **Bill DeSelm** said samples to distributors are on the way.

ELECTRA'S "FLYING FORTRESS" is as big a seller as ever — and that's the good word from **Stan Jarocki**. The game's proving to be one of the best working pieces on location, he said: "It's a good earner and practically trouble-free to operate." Is it any wonder the model's such a success.

DATELINE EL CAJON, CA. — home of Cinematronics, Inc. where preparations were underway last week to unveil the new "Embargo" in both upright and cocktail table models to the west coast trade. Event was scheduled to take place, according to **Bob Sherwood**, during the noted Friday festivities at C.A. Robinson.

ATTENTION PHONO OPS: **Gus Tartol** of Singer One Stop For Ops, noted as having an ear for a jukebox hit that's second to very few in the industry, is all enthused about two recent releases: "Five Foot Two, Eyes Of Blue (Has Anybody Seen My Gal)" by **Mickey Gilley** (Playboy) and "Chicago" by **Kiki Dee** (MCA/Rocket). Elaborating a little on the latter side, Gus said it has both pop and R&B potential — and he strongly suspects **Elton John** is playing piano in the background.

"RAWHIDE," THE CURRENT 4-player pin, is still very much in the spotlight at Stern Electronics, Inc. — and selling extremely well, according to **Steve Kaufman**. However, the trade can look forward to a new release in the not-too-distant future.

STEVE KIRK, president of the Pinball Assn. of America, notes that his new book "All About Pinball" will be on the market in July. It was co-authored by **Bobby Claire Natkin** and will be published by Grosset and Dunlap of New York.

Bally Mfg. Holds First Technical Seminar On Electronic Equipment

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previously held series of private two-day sessions. He also noted that the skill level of the students ranged from one week's experience of 35 years in the industry, and the age spread was equally diverse.

"When we originally announced that the schools would be held," Powers explained, "we recommended that operators sign up through their distributors, so that we could gauge ourselves accordingly in controlling class size, as well as arranging housing accommodations and other details. As it worked out, the three schools were separated geographically with the first group largely from the west coast, the second from the east coast and the third, the midwest. However, no operator who either called Bally direct or just showed up at the school was turned away."

The demonstration models used by the Bally instructors were the Freedom, Night Rider and soon-to-be-released Evel Knievel electronic pinball machine, chosen because of the interchangeability of boards and the similarity of the system in all of the models. "Our intention in structuring the classroom courses was to convey as much knowledge as possible, in a manner that would hold everyone's interest," Powers

said. "We wanted to teach them all we could and instill confidence, so that everyone who completed the course would be qualified to work on an electronic pinball. Based on the feedback we've had thus far, this was accomplished."

Diplomas Awarded

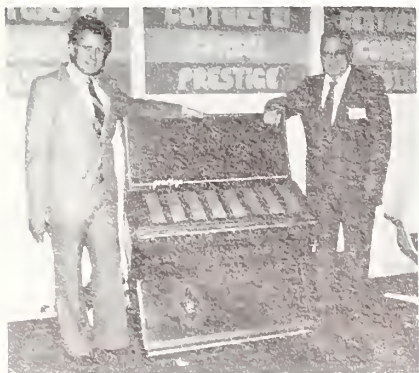
Each student completing the course was awarded an appropriately inscribed diploma, acknowledging his or her participation in the first Bally-Midway technical seminar on electronic equipment. It was signed by **Ross B. Scheer**, Bally's director of marketing, and the flour instructors who conducted the various classes: Powers, **Jack O'Donnell**, **Chuch Wellestat** and **Andy Duway**. Of special significance, since the schools attracted a predominantly male turnout, was the presence of two female students, who astutely completed the course.

In addition to sponsoring the entire program, Bally provided daily lunches for participants and hosted a discussion cocktail party each evening. Classrooms remained open all night and a surprising number of students took advantage of this accommodation and the opportunity provided for extra study after hours each evening.

"What the whole program revealed to us," commented Powers, "is that operators are very concerned about their industry. When an operator willingly will pay the price of a round trip ticket from as far a distance as many of them came to attend the classes, it certainly tells us what the industry is all about and where it is going."

Further evidence of the school's impact can be seen in the comments recorded on cards distributed to all students at the conclusion of each course. A student from Minneapolis, for example, said, "The instruction given during the class was outstanding; the troubleshooting on the machine was very thorough and I believe, by the presentation given, anyone will be able to repair the game." Another participant, from Columbia, Missouri said, "The seminar was very rewarding. Having limited knowledge in the field of electronics, I was rewarded with the instruction of four very fine individuals with a knowledge of electronics — and they presented it as pros."

The total attendance for all three seminars was 235.



PRESTIGE PHONO — **Peer von Oertzen** (left) and **Bert Davidson** are pictured here with the NSM Prestige in the Lowen exhibit at the AMOA convention. A prominent figure in the international sphere, von Oertzen is also familiar to the U.S. trade for his prominent participation in the various international trade shows.

CALIFORNIA CLIPPINGS

Look for Meadows Games to begin shipping its new "Meadows Lanes" video bowling game on or about June 10. That's the word from **Lila Zinter**, Meadows' director of marketing, who noted that the models already sample-shipped have been earning "in excess of \$300 per week." As of press time, according to Lila, back orders top 300 units. Meadows Lanes is designed for one or two players and features virtually all the challenges of one of America's most popular sports.

COIN MACHINE AS ART DEPT.: Included in the Masterpieces of Primitive Art exhibit which runs through June 19 at San Francisco's De Young Museum of fine art, is Atari's "Dominos" video game. Dominos is part of a moving images/graphics retrospective housed in a game room interior complete with slide show. In other news out of Atari's Sunnyvale, Calif. headquarters, coin-up marketing director **Marshall Caras** reported that the company is now shipping its latest driving game, an eight-player model called "Spring 8."

CIRCLE INTERNATIONAL distributes this week sponsored a special showing of Sega equipment for all San Diego County operators at the Town & Country Hotel. The Los Angeles-based firm has been named the exclusive distributor for Sega products in California, Arizona and Hawaii, and president **Dean McMurdie** will soon leave for Hawaii to conduct a service school. One Sega model that currently enjoys widespread acceptance, according to Circle's general manager **Don Edwards**, is the "Plinker's Canyon" shooting game. Turning to phonographs, Don said that two Seeburg units, "Sunstar" and the "Hutch" furniture model, were doing particularly well. He also singled out Playmatic's four-player "Speakeasy" as his hottest-selling pingame.

EASTERN FLASHES

Chuck Farmer of Shaffer Dist., Columbus has been very much involved of late in an ambitious statewide tournament which he anticipates will ultimately rank as one of the "largest 8-ball pool tournaments in the world" — and that's a direct quote. Chuck said the big event is being sponsored by Shaffer, under the sanction of U.S. Billiards. Approximately 200 locations will be involved and play is open to men and women over 18 years of age. Competition will proceed over a ten-week period at the location level, with finals being held at the Hilton Inn in Columbus for a total prize purse of about \$10,000. Chuck is very enthusiastic about the tournament and has really been putting a lot of time and effort into promoting it — and also channeling energy into planning a similar event in West Virginia . . . Among the star attractions these days at Coin Machine Dist. Inc., Peekskill is The Atarians pinball machine, which is doing just great according to **Al Kress**. Al recently hosted a very well attended Atari service school in the CMDI showrooms, with the factory's **Fred McCord** conducting . . . **Bob Catlin** and **John Ard** of Rowe Int'l., Albany recently traded positions, at Bob's request, so that he could spend more time in the field. John is now manager of the distributorship while Bob takes over in sales, covering the northern New York state territory. At present, the distrib is enjoying much success with the Rowe R-81 phonograph line and also with its program of Tournament Soccer tournaments — the latest of which was a \$2500 event at the Governors Motor Inn in Albany. As Bob pointed out, the combination of heavy promotion at the operator level by the Tournament Soccer people plus their cooperation with distributors in sponsoring tournaments has sparked heavy operator interest in the TS tables — resulting in a consistent demand for them at Rowe-Albany.

STATE ASSOCIATION NEWS

Coming up very shortly, June 17-19 to be exact, is the annual **Music Operators of Texas** convention and exhibit at the St. Anthony Hotel in San Antonio. Among special events on the agenda will be an industry seminar on opening day and a series of workshops focusing on a wide range of subjects from pinballs, to records, to business and legislation. Membership meetings will also be held and the three-day event will be climaxed by a Sunday evening banquet and stage show. Since MOT expects a good-sized exhibitor lineup, exhibit hours will begin on Friday afternoon and run all day Saturday and Sunday. As an added accommodation, for those individuals or firms who wish to expose products or services which cannot be transported to the convention, the association has arranged to have two large booths available for their combined use, and to serve as a gathering place for conventioners . . . At their upcoming June monthly meeting the **Westchester Operators Guild** (N.Y.) will hold an election of officers . . . The **Wisconsin Music Merchants Association** has confirmed the dates of September 17 and 18 for its annual meeting. Site will be the Hilton Inn in Eau Claire . . . At this writing, it appears imminent that the **West Virginia Music and Vending Assn.** will hold a pool tournament. More details later . . . A board meeting of the **No. Carolina Coin Operators Assn.** will be held in Charlotte on June 12 for the purpose of finalizing an agenda for the state group's August 5-7 annual meeting. The association is also working on revising its bylaws and, at present, is very much preoccupied with lobbying in the state capitol. Two pending bills have No. Carolina ops very much up in arms; one has to do with free play, which the state group hopes will be legalized, and the other with a proposed \$50 per machine per year licensing tax, to which, needless to say, they are definitely opposed — preferring that the assessment remain as it is rather than be so drastically increased . . . Also keeping a close watch on legislative matters is the **Milwaukee Coin Machine Operators Assn.** The group has for many years been meeting regularly on the first Tuesday of every month — and still does. They are now channeling effort into combating a proposed increase in city licensing fees on music and games equipment.

1977 State Association Calendar

- | | |
|---|---|
| June 10-12: Colorado Coin Industries, annual mtg., Holiday Inn, Glenwood Springs, Colo. | Hotel, Charlotte, N.C. |
| June 16-19: Illinois Coin Machine Operators Assn., annual conv., Hospitality Motor Inn, Earth City, Mo. | Sept. 16-18: Florida Amusement Merchandising Association, annual conv. & trade show, Deauville Hotel, Miami Beach, Fla. |
| June 17-19: Music Operators of Texas, annual conv. & trade show, St. Anthony's Hotel, San Antonio, Tex. | Sept. 17-18: Wisconsin Music Merchants Assn.; annual mtg.; Hilton Inn; Eau Claire, Wis. |
| July 22-23: Montana Coin Machine Operators Assn.; annual conv, Outlaw Inn, Kalispell, Mont. | Sept. 22-24: West Virginia Music & Vending Assn., annual conv., Heart-O-Town Motor Inn, Charleston, W. Va. |
| Aug. 5-7: No. Carolina Coin Operators Assn., Inc., annual mtg., Raddison | Sept. 29-Oct. 1: Music Operators of Virginia, annual conv., Hyatt House, Richmond, Va. |

CLASSIFIEDS

COIN MACHINES WANTED

WANTED: Bally Shoot-A-Lanes and Fun Spots. WILL PAY CASH. MICKY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. Phone (814) 452-3207.

WANT: Seeburg AY160, DS160, LPC-1, LPC-480, Electra, Fleetwood, SS160, LS-1, LS-2. We pay cash and pick up our truck unpacked. PAN AMERICAN AMUSEMENTS, INC. 1211 Liberty Ave., Hillside, NJ 07205. (201) 353-5540.

WANTED: Cash paid for late model used pins. Premium paid for Wizards, Fireballs, Four Million B.C., Champ, Nip It, Wurlitzer 1050's and 1015's (any jukebox antiques). Call collect 1-313-792-2131.

WANT: Williams Hayburners, Williams Derbydays, Williams Winners stop willing to trade against new and late model Flippers Pan American Amusements, Inc. 1211 Liberty Avenue, Hillside, New Jersey, 07205, Telephone 201-353-5540.

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Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$138 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI. 1520 Missouri, Oceanside, Ca. 92054

JUST OUT! Bally "Fireball" home professional pinball game, 4-player (no coin required), solid state electronics, easy diagnostic test circuits, LED digital scoring, plays seven songs. \$800 brand new — sealed carton. Request circular. ANIMATED PROD., INC., 1600 Broadway, New York 10019. (212) 265-2942.

FOR SALE: New Bally "Hang Glider" at \$1195 each f.o.b. Atlanta. Place orders now! AMUSEMENT SERVICE CO., 1950 Howell Mill Rd., Atlanta, Ga 30325 (404) 351-0414.

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR 1 National 21CE candy machine — Vendo Vendi-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment. Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806, 793-3723 or 792-1810.

SALE: 400 assorted Gottlieb, Bally, Williams flippers, '70-'76, Bingos, Ball, Stockmarket, Tickertape, Wallstreet, Mysticgate. NEW PAN AMERICAN AMUSE., 1211 Liberty Ave., Hillside, New Jersey. (201) 353-5540.

FOR SALE: 13 working kiddie rides for \$2,000 in Binghamton, N.Y. Sound games and other arcade equipment — reasonable offer accepted. McCarthy 914-434-5343.

FOR SALE: We have in stock a great quantity of 5 year old pinball machines Gottlieb. Write to: SOVODA 51 Rue de Longvic, 21300 Chenove France telex 350018.

FOR SALE: Silver Sails, Ticker Tapes, Wall Streets, Blue Chips, Stock Markets. Also Barrel of Funs, Sweet Shawnees, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots, Mt. Climbers. Also other uprights and OK games. Call WASSICK NOVELTY, Morgantown, W. Va., (304) 292-3791.

FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565.

FOR SALE: Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockeys, Wurlitzer 3110, Seeburg DS160 and Model R, D&L DISTR. CO. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264.

SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295. Tennis Tourney 200. Electro Dart 100. BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

FOR SALE: Jacks Open (write), Super Soccer \$575, Spirit of '76 \$725, Hot Shot \$475, Royal Flush \$860, Jumping Jack \$460, "300" \$810, Target Alpha \$895, Top Score \$750, Grand Prix (write), Triple Action \$425, Capt. Fantastic \$895, Hokus Pokus \$725, Champ \$525, Rock On (solid state) \$495, Dyn-O-Mite (solid state) \$425, Robot (asis) \$95, Monte Carlo \$175, Super Shifter \$375, Daytona 500 \$765, Sound Stage \$595, Speed King \$300, Coney Island Gun \$850, Demolition Derby \$695, Twin Skeet Shoot Gun \$495, Twin Rifle Gun \$325, Flying Tigers (asis) \$250, New World \$750, Racer \$950, Flyball \$895, Dominos \$1075, Tank \$775, Pong \$125, Ouadra Pong \$325, Jet Fighter \$775, LeMans \$1195, Breakout \$995, Tennis Tourney \$95, Bi-Plane \$700, Bonkers \$595, Trivias \$510, Sport Center \$175, Pace Race (asis) \$75, Dynamo (rosewood) \$350, Dynamo CB, latest model (call or write), Dynamo Model E's \$495, Big Shot Rifle \$650, Sportball \$375, Outlaw (new) \$635, Sandy Pony (new) \$725. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. 70113 Tel: (504) 529-7321.

RECORD BINS FOR SALE: 4 LP wide step-ups \$80 each; 5 LP wide step-ups \$100 each; extra large browser bins \$125 each. Contact: Jack Baker (213) 240-6290.

GREAT PRICES! Pingames our specialty. All guaranteed — always 250-500 in stock. We pay 1/2 freight to anywhere. Available in "as is" condition or beautifully shopped inside and out. New "Lady Luck" (a combination of Capt. Fantastic and Space Mission) \$1125 fob Atlanta. For complete price list and quantity discounts write or call AMUSEMENT SERVICE CO., 1950 Howell Mill Rd., Atlanta, Ga. 30325. (404) 351-0414. We would like your business!

ALL TYPES OF COIN-OPERATED EQUIPMENT. Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting, Phonographs (large selection) Wurlitzer, Seeburg, AMI, Pock-Ola, Rock-Ola vending, Cigarettes, candy, cold drink. National Smokeshop, Rock-Ola. All kinds shipped to perfection or buy-as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

FLIPPERS: At all times more than 400 late model Gottlieb, Bally, Williams, Chicago, Spanish mfg available, immediate delivery call for lists. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey. (201) 353-5540.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queen, Bikini New Sweet Shawnee, New Twin Knight, Used Uprights. New Big Three backlasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md 21061 (301) 768-3400.

FOR SALE: Old Chicago, \$795. Spirit of '76, Royal Flush, Hocus Pocus, "300," Top Score, Duotron, Midway Uprights, \$200. Seeburg LS-1 and LS-1I, \$550 each. STARK NOVELTY CO., 239 30th St. N.W., Canton, Ohio 44709. (216) 492-5382.

TV GAME SPECIALS: Atari — Anti Aircraft \$645, Tank II \$875, Trak 10 \$750, Steeplechase \$750. Chicago Coin — Demo Derby \$945, TV Hockey \$100, TV Goatee \$150; Electra — Avenger \$695, Eliminator 4 (make offer); Evidy — Death Race \$1175, Alley Rally \$1275; Midway — Racer \$875, Wheels I \$995, Gunfight \$995, Tornado Baseball \$1195, Sea Wolf \$1395, Playtime \$295, Ball Park \$545, Wheels II \$1095, Maze \$1095, Checkmate \$1295; Ramtek — Trivia \$695, Cleansweep \$250. CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103. Call toll free in USA 1-800-325-8997. (In Missouri call 1-800-392-7747).

WURLITZER Model 1100, Rockola model 2. Seeburg models B and C, Motoscope Candy Shoppe Grabber, Western Sweepstakes — Make Offer. BRENON'S COIN MACHINES, INC., P.O. Box 117, Brownville, New York, 13615.

SALE: 1000 Bally super continental slot machines. Excellent condition. \$1,250 each. F.O.B. Antwerp, Belgium. Machines subject to inspection. Pan American Amusements, 1211 Liberty Avenue, Hillside, New Jersey 07205, telephone 201-353-5540.

FOR SALE: Gottl. Sky Jump; Big Shot; Top Card; Allied Super Shifters; Atari Grand Trak 10; Tanks; World Series; Baseball Champ; Brunswick Air Hockeys; Flying Ace; SAMI; Invaders; U-Boat; Speedway; D&L DISTRIBUTING CO. INC., Box 6007, Harrisburg, Pa. (717) 545-4264.

FOR SALE: 50 Seeburg 100 selection wall boxes \$25 each; 1500 used 45 rpm records 10¢ each up to 1000, 9¢ each 1000/over; Wailing 200 scale \$200; Rock-Ola Low-boy \$60. One-third down balance C.O.D. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave. D, Killeen, Texas 76541.

FOR SALE: Completely reconditioned. 2 (new) Gremlin Foosball \$995. 1 Allied Leisure Galaxy Raider \$595. 1 Midway Twin Pirate \$645. Leader Upright or Lo Boy \$445. 1 Midway Ball Park \$675. 1 Midway Tornado Baseball (call or write). 1 Winner IV \$395. 1 Rowe MM2 \$395. MICKY ANDERSON, Inc., P.O. Box 6369, Erie, Pa. 16512. Phone (814) 452-3207.

BINGOS FOR EXPORT ONLY. Available 25 Big Wheels. Write for special price. Also OK games, and Ticker Tapes. Late pin balls, and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243. (717) 848-1846.

FOR SALE: Ready for Locations — Sea Raider \$125; Sea Rescue \$125; Midway Wiryly Bird \$250; Pro Quiz Master \$75; Flipper Kiddie Ride \$250; Midway Stunt Pilot \$150; Midway Dune Buggy \$175; Travel Time Pinball \$400; Wurlitzer 3510 & 3500 \$425; Lotta Fun converted to Barrel O Fun \$800; Used National Cig. Machines and used Rowe 20-800 Ciq. Machines. also new and used Pool Tables. Guerrini's 1211 West 4th St. Lewistown, Pa.

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SCHOOL FOR GAMES AND MUSIC, two and three week courses. Phonos, Flippers and Bingos. By Schematics! CAL'S COIN COLLEGE, P.O. Box 810, Nicoma Park, Okla. 73066. (405) 769-5343.

YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in La Grange, Ga. 30240.

TELEVISION PRODUCERS OR MOBIL TV CONCERNS: Own your own stage—center of Hollywood. Save money on production costs. Only \$675,000. Peggy Peckham, agent (213) 449-8600.

WANTED: Record co. producer with guts, insight to fill rock/jazz market gap. "Awakening" is the answer. Together, marketable, ready to move. Kevin Brennan (212) 884-1376 or Al Leone (201) 427-7616.

SONGWRITER with Juris Doctor, consistent creativity, brainstorming session techniques and infectious enthusiasm seeks future with record, publishing or television company. Paul Michael. Reply to CASH BOX #606.

PROGRESSIVE amusement machine distributor needs technician. Must be reliable. Benefits. Call Mr. Kress in Peekskill, N.Y. at (914) 737-3215.

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business. — Write BAR-JO at 83-45 Vieter Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

BMI SONGWRITER-COMPOSER who has written for Tavares, Righteous Bros., Grass Roots, and others now auditioning soulful keyboard players for composing-collaboration. Also have contemporary soul and disco catalog for A&R men and producers. Willie H. Wilson (213) 299-6649.

ADMINISTRATIVE ASSISTANT: Small Music Publisher needs office worker with good skills. Publishing experience a must. Pleasant office downtown Manhattan. Send all replies to CASH BOX #975.

SERVICE SCHOOL FOR GAMES AND MUSIC. Ten week night course teaches practical theory, schematics. \$575 full price. COMIT, 2115 Beverly Blvd., Los Angeles, Ca. 90057. (213) 483-0300.

WE ARE ALWAYS INTERESTED IN NEW AND USED Pinballs, Billiard and Pool Tables, Bingos Guns, Arcade, Kiddie rides, Slot machines, etc., All makes all models. Quote FOB sea vessel to: — SUN MONG CO., LTD., Sun Mong House, 1st Floor, 50-56 Mongkok Road, Kwloon, Hong Kong

WANTED: Expert bingo mechanic. No drunks, derelicts or drifters. No managers. Workers only. COLLINS MUSIC CO., INC., 1341 Rutherford Road, Greenville, S. Carolina 29609. Phone toll free 1-800-845-5160.

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ACE LOCKS KEYS ALIKE: Send locks and the key you want them mastered to: \$1.25 each, 10% D/C in lots of 50 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

RECORDS-MUSIC

GOT A SICK RECORD? Call the Record Doctor for a new lease on life. Bob Savage (213) 651-4082/851-7044

LEADING TAPE AND RECORD DISTRIBUTORS of all labels. Will sell current & cut-out merchandise at lowest prices. Member of NARM. Send for free catalogues. CANDY STRIPE RECORDS, INC., 371 South Main Street, Freeport, New York 11520 (516) 379-5151. (212) 895-3930. Telex 126851 Canstripe Free.

JUKEBOX '78s: Tired of looking for 78 rpm records from the '50s in new or like-new condition? Well, we have them! Send \$1.00 for our list. JUKE BOX 78s, P.O. Box 174, Bay Ridge Station, Brooklyn, N.Y. 11220.

RECORD/MUSIC POSITION wanted by young single male, B.A. (Economics), J.D., in management, promotion or production. Creative, highly motivated. Resume: CHRIS JOHNSON, 7220 Hollywood Bl. #234, Los Angeles 90046.

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discoteques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

WANT RECORDS & TAPES, 45s AND LPs, surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKBOCKER MUSIC CO., 101 Gedney St., Nyack, N.Y. 10969 (914) 358-5086

FREE CATALOG — COMPLETE ONE STOP: Specializing in oldies-but-goodies. Wholesale only. PARAMOUNT RECORDS, INC., 1 Colonial Gate, Plainview, L.I., N.Y. 11803.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023.

FOR SALE: 5,000 jukebox 45s. 100 different \$8.50; foreign \$13. Chance Rock, Disco, Polka, Country. AL's 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

OPERATORS — We buy used records not over 1 year old — 10¢ each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939

RARE RECORD SHOPS AND FINDERS. List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also, the largest selections of old rock 'n' roll and rhythm and blues albums. Our famous 3 in 1 catalog. \$1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y., N.Y. 10014. (212) 243-0500.

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HUMOR

DEEJAYS! Here's top drawer comedy for you! 11,000 one-line gags for radio: only \$10! Unconditionally guaranteed! Catalog of one-liners, funny stories, putdowns, trivia, breaks, and lots more, free on request. Edmund Orrin, 41171-C Grove Place, Madera, Calif. 93637.

DEEJAYS! COMICS! IT'S HERE! Exciting NEW monthly gag letter by top professional comedy writer. PLUS — an incredible "one to one" personal service you won't believe! First time anywhere! FREE brochure on request. PETER PATTER, P.O. Box 402-C, Pinedale, Cal. 93650.

COMIC wants agent or personal manager to help build career. Comic willing to do benefits. (212) 899-8874

CLASSIFIED POWER!

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed

EXECUTIVES ON THE MOVE

and creative development department, will helm his Rogo Records, Inc. Balk stated the new record company is actively seeking to sign various name artists as well as new creative talent.

Denny At CMA — J. William Denny, president of Cedarwood Publishing Co., Inc. and past president and chairman of the Country Music Association, has been named to its board of directors. In the spring of 1956 he joined Columbia Records as the Nashville studio manager, and in 1963 he resigned to take over as general manager of Cedarwood. He was also managing director at a broadcasting company that owned four radio stations from 1963 until 1967.

Caldwell To Walters — Paul Caldwell, road manager and touring director for Gloria Gaynor, has joined Norby Walters Associates in their New York office as administrative assistant to the president.

Elkin Joins GWP — Harvey Elkin has joined Gerard W. Purcell Associates and will work in the areas of concerts, lectures and symphonies and handle many of the personal appearances of Purcell clients.

Getelman Joins Amerama — Ellen Getelman has joined Amerama Records, where she will coordinate the A&R and product divisions and will assist in publicity. She comes to Amerama from Columbia Records, where she was assistant to Jim Foley (director of east coast A&R coordination) since 1974.

Berger Named To O'Donovan — Shelly Berger's appointment as executive vice president of American operations of Danny O'Donovan Enterprises, Inc. has been announced. He expects the O'Donovan operation to shift headquarters for the company's music, film, concert and legitimate theatre activities to Los Angeles from Britain within a year. Berger, who will also be on the board of the company, joins O'Donovan after an 11-year career at Motown Industries, working in management development of their artists.

Amorosa To Spoonfed Spoonfed Records announced the appointment of Gene Amorosa as national promotion manager for the label. He comes to Spoonfed as road manager for Orchestra Luna where he has worked with Patch, the group's manager, for more than two years.

Mendelsohn To Springboard — Springboard International Records announced that Richard Mendelsohn has joined the company's field sales force. Mendelsohn, who will be based in Memphis, will be additionally responsible for the Western Tennessee area surrounding Memphis, as well as Mississippi, Arkansas and southern Alabama.

Mann Named At Aucoin — Aucoin Management, Inc., announced the appointment of Marvin Mann as vice president, finance for Aucoin Management, Inc. and the firm's production arm, Rock Steady Productions. He joined Aucoin Management, Inc. in September 1976 as controller. Prior to that, Mann served in a similar capacity at ICM.

Changes At Sir — Chris Charlesworth has taken over the responsibility for press relations for the acts managed by Peter Rudge, the president of Sir Productions. He had been a staff writer with the Melody Maker for the past seven years, spending the last four in the United States as their American editor. Marybeth Medley, vice president in charge of artists' affairs, has relocated to New York after having headed Sir's Los Angeles office for the past two years. Glen Colson has joined the company to coordinate radio promotion. Janice Azrak and Chris Ehring have both left the company.

WEA Centralized Return Plan Hikes Freight Costs To Accts

(continued from page 10)

George Souvall, president of Alta Distributing in Phoenix, noted the increase in freight because he used to utilize his own trucks for the returns, but now must pay outside shippers.

"We've got into a tremendous deal shipping all the way across the country, pre-paying. So it's been a big increase in expense for us," Souvall remarked.

Higher Freight Bills

Another victim of higher freight bills is Terry Worrell, president of Bromo Distributors. "We used to ship all our returns local to the warehouse in Dallas with our own van that we would load up and run over there. Now you're talking about shipping costs 1000% over that we were spending. Other than that, there are no changes."

Barrie Bergman, president of the 71-store Record Bar chain, said that his experience with the program has been "very pleasant." He also said, "They have been super in authorizing returns. It seems to have worked well for them and it has worked well for us."

Bergman explained that since the Record Bar uses a centralized warehouse, WEA's centralized return policy has not caused his operation any inconvenience. "Some of our stores used to send their returns to different locations, but since we now have a central warehouse, we ship from one point to one point. It hasn't really affected us a great deal," he added.

A different kind of problem has emerged for "Van" Vanyo, Lieberman Enterprises. The only thing that has happened is that it's a little extra work on our part because they like us to number the boxes when we request a return authorization in-

stead of doing things simultaneously."

"Their paperwork is a pain in the neck," noted Ken Jarnigan, head buyer for Record Shack's Atlanta operation, "but it seems to be running smoothly for me and as long as it does, it doesn't bother me what they do." With regard to defectives, he said that he worked out a deal where "I get returns on defectives from local distributors."

Dave Marker, an owner/partner of the 15-store Music Plus chain in Southern California, expressed disapproval with the WEA program. "If it's costing me \$250 a month, and that is probably what it's costing me, that's too much money. I only ship once a month now. It used to be I would return merchandise to them as it came in to me. Now I have to warehouse it, hold it and ship all on the same day to save whatever money I am saving on freight by consolidating."

"That, too, hurts me because it takes up warehouse space that I didn't have to utilize before," Marker said.

A positive response came from Tom Cantu, head buyer in charge of returns for Nehi Distributors, owners of Peaches. He stated that "it's been working out real well for us because we have stores in Atlanta, Denver, Ft. Lauderdale and Cleveland, which are not that far away from Indiana. I can see where it is hurting people in the Los Angeles market, but it's not doing anything to me."

Russ Solomon, president of Tower Records, said, "The only guys that were helped by the WEA move were the people out of the midwest. I'm sure the people in St. Louis were delighted."

"All it does," Solomon continued, "is cost us more money for freight. It doesn't affect us in any other way."

RETAIL LP SELLING PRICES

(continued from page 41)

with the identical features and prices that appeared in Atlanta. (Sunday *Pittsburgh Press*).

St. Louis

At **Famous Barr** stores, all-label sale for \$3.99. At **Woolworth** stores, "close out" cutout LP sale for \$.88. At **Venture** stores, same ad with the identical features and prices that appeared in Kansas City. At **Target** stores, 11 CBS C&W releases, including the latest LPs by Marty Robbins, Moe Bandy and Sonny James (all \$5.98 list), for \$3.99. At **Discount Records** (3), all-label sale for \$3.99; all \$7.98 list LPs for \$4.99. (*St. Louis Post Dispatch*, May 26 and 29 and the *Sunday St. Louis Globe-Democrat*).

San Diego

At the **Wherehouse** (11 locations), same ad with the identical features and prices that appeared in Los Angeles. (Sunday *San Diego Union*).

San Francisco

At **Tower** (2 locations), sale on 20 Blue Note jazz LPs, including Herbie Hancock's "Maiden Voyage," "Extensions" by McCoy Tyner, Donald Byrd's "Street Lady," the latest release by Ronnie Laws (\$7.98 list), "Cantaloupe Island" by Jean Luc-Ponty, "High Step" by John Coltrane & Paul Chambers, Chick Corea's "Circling In" and "The Prime Element" by Elvin Jones (all 2 LPs/\$7.98 list), for \$3.99 (\$6.98 list) and \$4.99 (\$7.98 list). (Sunday *San Francisco Examiner & Chronicle*).

Seattle

No ads appeared in the Sunday *Seattle Times*.

Tampa

At **Radio Shack**, same ad with the identical features and prices that appeared in

Atlanta. (Sunday *Tampa Tribune* and *Tampa Times*).

Tulsa

At **Woolco** stores, the 8-track tape of Fleetwood Mac's "Rumours" (\$7.98 list) for \$4.96. At **Musiland**, the same ad with the identical features and prices that appeared in Atlanta. (Sunday *Tulsa World*).

Washington

At **Korvettes** (5 locations), these features: multi-label sale (including WEA, ABC, Motown and Arista) for \$3.99/\$5.99 tape; 12 "Super Specials," including the latest LPs by Boston, Al Stewart, Gladys Knight, Norman Connors, Genesis, Kansas, Abba and Daryl Hall & John Oates, the "Eagles' Greatest Hits," "The Best Of Gladys Knight And The Pips," Steve Miller's "Fly Like An Eagle" and the "Best Of The Doobie Brothers," for \$2.99; the latest LPs by Kingfish, Kenny Rogers and Dean Friedman for \$3.64; the latest release by Barry Manilow (2 LPs/\$11.98 list) for \$6.99 and the rest of the Manilow catalog for \$3.64; and 12 cassette and 8-track tapes, including the latest releases by the Commodores, Starland Vocal Band, O'Jays, Leo Sayer and Supertramp (all \$7.98 list), for \$4.88. At **Musiland** (4), the same ad with the identical features and prices that appeared in Atlanta. At **Waxie Maxie's** (15), 16 releases, including the latest LPs by Bootsy Collins, Leo Sayer, Lou Rawls, the O'Jays, Supertramp, Letta Mbulu, Teddy Pendergrass and Kris Kristofferson, for \$3.99/\$5.49 tape; and five releases, including the latest LPs by George Benson, Fleetwood Mac, Cat Stevens and Heart (all \$7.98 list), for \$4.99/\$5.49 tape. (Sunday *Washington Post*).

(All information in the above chart gathered from May 29 editions unless otherwise indicated).

ABC Executive Appointments

(continued from page 9)

also serve as the liaison with the legal department of the parent company. He came to ABC earlier this year after a five-year association as general attorney for the CBS Records Group.

Richard Green, former director of

business affairs, was named vice president of business affairs. Green will oversee artist and label acquisitions on behalf of ABC and other business-related procedures. He held his previous position since November 1976 and has served as personal manager for Santana, Dave Brubeck, The Beau Brummels and others.



Grieff



Belkin



Meyerson



Halee



Biederman



Green

Black Radio Conference Held

(continued from page 43)

against big business dollars."

It was Townsend's contention that corporate dollars run the business without understanding what the industry is all about. "They are more concerned with tax deductions and the bottom line," Townsend asserted.

Townsend ended his remarks on a passionate note, suggesting that it is the responsibility of those blacks in the industry to let people know that they can "make voters vote, housewives go out and buy, and people sing and dance."

Awards Night

The conference closed with the presentation of awards to those individuals and stations who had shown consistent in community involvement in their areas.

The man of the year award was presented to Rod McGrew, general manager of KJLH in Los Angeles. "I accept this award for all my brothers and sisters who are responsible in black radio," McGrew said.

The award for woman of the year went to Irene Ware, WGOK in Mobile, who noted, "Gospel is the roots of black music. Someday, somehow, gospel will be recognized."

Manny Clark, program director of WGIV in Charlotte, accepted the station of the year award for markets under 250,000, won by his station.

WBLB in New York was declared station of the year in markets over 250,000. Hal Jackson, general manager, accepted the award.

Manny Clark, WGIV, Charlotte, received the award for program director of the year in markets under 250,000.

Other Awards

Mike Frisby, WDIA in Memphis, was announced program director of the year in markets over 250,000.

The personality of the year award, for markets under 250,000, was claimed by Jay Johnson of WTLC, Indianapolis.

The personality of the year award, for markets over 250,000, was won by Hank Spann of WWRL, New York.

Walt Love of WNBC, New York, received the award for black personality in pop radio.

Publishers Award

The publishers award went to Frankie Crocker, WBLB, New York.

Yolanda Smith, representing Mayor Bradley of Los Angeles, presented Sidney Miller with the key to the city, for his contribution to the black radio experience.

All attending the conference felt that it was a worthwhile experience and a viable method for airing, and coming to grips with, the problems facing blacks in the radio and record industry.

Reflections 'N Black

(continued from page 43)

Fire Records.

The Memorial Day tribute to Alex Haley, Roy Wilkins, Dr. H. Claude Hudson and Richard Pryor, organized by the Los Angeles branch of the NAACP, was cancelled due to poor ticket sales.

Lest We Forget:

Hampton Hawes, a "pianist's pianist,"

Joe nazel



RETURN TO FOREVER MEETS JIMMY CARTER — While in Washington, D.C. for a performance at D.A.R. Constitution Hall, members of Columbia recording group Return To Forever met with President Jimmy Carter at a special lunch/reception in the White House Rose Garden. Pictured (l-r) are: Gayle Moran, band member; Stanley Clarke, band member; Ron Moss, band manager; Chick Corea, band member; Mickey Shapiro, attorney for Return To Forever and Jimmy Carter.

Additions To Country Playlists

(continued from page 38)

WUNI — MOBILE

1-1 — Barbara Mandrell
Mickey Gilley
Billy "Crash" Craddock
Olivia Newton-John
Johnny Duncan
Cal Smith
15 To 8 — Mel Tillis
16 To 11 — Charley Pride
19 To 14 — Pal Rakes
20 To 15 — Tina Rainford
Ex To 22 — Larry Gatlin
Ex To 24 — Ronnie Milsap
Ex To 27 — Brown/Cornelius
Ex To 28 — Gary Stewart
Ex To 30 — Lynn Anderson

WBAM — MONTGOMERY

2-1 — Jimmy Buffett
Moe Bandy
Mickey Gilley
Engelbert Humperdinck
Rayburn Anthony
Blanchard/Morgan
Johnny Russell
18 To 11 — Statler Bros.
28 To 21 — Ronnie Milsap
29 To 23 — Bobby Borchers
33 To 26 — Donna Fargo — WB
34 To 28 — Mack Vickery
Ex To 38 — White/Dillon
Ex To 39 — Floyd Brown
Ex To 40 — Larry Gatlin

WKDA — NASHVILLE

1-1 — Waylon Jennings
Ray Stevens
Mickey Gilley
Willie Nelson
Johnny Lee
Marty Robbins
Jim Reeves
Lois Johnson
Dolly Parton — LP cut
13 To 5 — Stella Parton
22 To 16 — Brown/Cornelius
28 To 18 — Charley Pride
30 To 19 — Billie Jo Spears
31 To 23 — Bobby Borchers
Ex To 24 — Cal Smith
Ex To 26 — Jimmy Buffett
Ex To 27 — Tommy Overstreet
Ex To 28 — Larry Gatlin
Ex To 29 — Twitty/Lynn

WHN — NEW YORK

1-1 — Tina Rainford
Bill Anderson
Tommy Overstreet
Jimmy Buffett
Johnny Duncan
John Wesley Ryles
12 To 9 — Eddie Rabbitt
WCMS — NORFOLK
1-1 — Waylon Jennings
Engelbert Humperdinck
Olivia Newton-John
Hoyt Axton
Ray Stevens
Arlene Harden
Buck Owens
Troy Shondell
Dr. Hook
Blanchard/Morgan
37 To 29 — Tom Jones
49 To 37 — Larry Gatlin
60 To 52 — Mack Vickery
Ex To 45 — Ronnie Milsap
Ex To 55 — Johnny Duncan
Ex To 56 — Lois Johnson
Ex To 57 — Billy "Crash" Craddock
Ex To 58 — Mickey Gilley

Ex To 59 — Connie Smith — Monument
Ex To 60 — Emmylou Harris

KEBC — OKLAHOMA CITY

2-1 — Stella Parton
Johnny Paycheck
Johnny Duncan
Billy "Crash" Craddock
O.B. McClinton
Tom Brest
Freddy Fender — Sugar
Jeannie Seely
Jacky Ward
Buck Owens
Johnny Russell
Hoyt Axton
9 To 2 — Merle Haggard
10 To 3 — Waylon Jennings
Ex To 55 — Emmylou Harris
Ex To 56 — Don King
Ex To 57 — Mel McDaniel
Ex To 58 — Roy Drusky

WHOO — ORLANDO

1-1 — Waylon Jennings
Johnny Duncan
Emmylou Harris
Charley Pride
Charlie Rich — Epic
Johnny Paycheck
Billy "Crash" Craddock
9 To 5 — Tom T. Hall
12 To 7 — Mel Tillis
17 To 9 — Statler Bros.
27 To 20 — Donna Fargo — WB
28 To 21 — Jimmy Buffett
34 To 24 — Ronnie Milsap
36 To 28 — Willie Nelson — RCA
40 To 34 — Larry Gatlin
Ex To 37 — Dolly Parton
Ex To 38 — Twitty/Lynn
Ex To 39 — Marty Robbins
Ex To 40 — Cal Smith

WXCL — PEORIA

1-1 — Waylon Jennings
Ray Stevens
Connie Smith — Monument
Ray Price — ABC
Mack Vickery
Tom Bresh
Charlie Rich — Epic
Johnny Duncan
10 To 5 — Tom T. Hall
17 To 12 — Mel Tillis
24 To 19 — Bill Anderson
28 To 23 — Tommy Overstreet
31 To 26 — Brown/Cornelius
Ex To 32 — Bobby Borchers
Ex To 33 — David Houston
Ex To 34 — Willie Nelson — RCA
Ex To 35 — Gary Stewart

WRCP — PHILADELPHIA

1-1 — Waylon Jennings
Willie Nelson — RCA
Charley Pride
Jim Reeves
Emmylou Harris
Marty Robbins
10 To 4 — Tom T. Hall
9 To 5 — Rex Allen, Jr.
12 To 6 — Mel Tillis
19 To 13 — Statler Bros.
20 To 14 — Bill Anderson
Ex To 16 — Tommy Overstreet
Ex To 17 — Tina Rainford
Ex To 18 — Jimmy Buffett
Ex To 19 — Johnny Rodriguez
Ex To 20 — Marshall Tucker Band

KNIX — PHOENIX

1-1 — Waylon Jennings
Johnny Duncan
Johnny Paycheck

David Wills
David Houston
Johnny Russell
Hoyt Axton
Sammi Smith
Mickey Gilley
Moe Bandy
20 To 15 — Statler Bros.
26 To 22 — Cal Smith
28 To 23 — Bobby Borchers
30 To 25 — George Jones
33 To 26 — Marty Robbins
34 To 27 — Charley Pride
36 To 30 — Gary Stewart
39 To 31 — Ronnie Milsap
38 To 32 — Mac Davis
40 To 35 — Freddy Weller
Ex To 33 — Willie Nelson — RCA
Ex To 34 — Lynn Anderson
Ex To 36 — Jimmy Buffett
Ex To 37 — Larry Gatlin
Ex To 38 — Emmylou Harris
Ex To 39 — Mack Vickery
Ex To 40 — Twitty/Lynn

KWJJ — PORTLAND

1-1 — Waylon Jennings
Johnny Lee
Susan Raye
Don King
John Wesley Ryles
Marshall Tucker Band
Sammi Smith
Gary Stewart
Lois Johnson
Charlie Rich — Epic
Emmylou Harris
Ronnie Milsap
Connie Smith — Monument
Mac Davis
Larry Gatlin
Lynn Anderson
14 To 9 — Mel Tillis
17 To 11 — Donna Fargo — WB
18 To 13 — Statler Bros.
25 To 14 — Bill Anderson
27 To 15 — Tommy Overstreet
29 To 20 — Billie Jo Spears
32 To 27 — Brown/Cornelius
40 To 28 — Bobby Borchers
38 To 32 — Mary Macgregor
39 To 34 — Johnny Rodriguez
Ex To 36 — Charley Pride
Ex To 37 — David Houston
Ex To 38 — Marty Robbins
Ex To 39 — Willie Nelson — RCA
Ex To 40 — Jimmy Buffett

WSLC — ROANOKE

2-1 — Barbara Mandrell
Johnny Duncan
Johnny Paycheck
Billy "Crash" Craddock
Murray Finney
Twitty/Lynn
12 To 4 — Tanya Tucker
11 To 5 — Freddie Hart
27 To 11 — Billie Jo Spears
28 To 12 — Johnny Rodriguez
32 To 20 — Sammi Smith
39 To 29 — Gary Stewart
Ex To 45 — Mac Vickery
Ex To 48 — Bobby Lewis
Ex To 49 — Don King
Ex To 50 — Ron Shaw
Ex To 51 — Ray Price — ABC
Ex To 54 — Cate Sisters
Ex To 56 — Kenny Price
Ex To 57 — Eddie Middleton
Ex To 58 — Cristy Lane
Ex To 59 — White/Dillon
Ex To 60 — Claude King

KRAK — SACRAMENTO

1-1 — Waylon Jennings
Mickey Gilley
Harvel Felts
Eddie Middleton
Christy Lane
Jimmie Peters
Dorsey Burnette
Beverly Heckle
David Rogers
30 To 22 — Johnny Rodriguez
29 To 23 — Rex Allen, Jr.
35 To 25 — Bill Anderson
33 To 27 — Tommy Overstreet
38 To 29 — Mary Macgregor
43 To 30 — Charley Pride
39 To 32 — Bobby Borchers
40 To 33 — Marty Robbins
42 To 34 — Sammi Smith
45 To 35 — Tom Jones
46 To 36 — Jimmy Buffett
50 To 39 — Charlie Rich — Epic
Ex To 40 — Ronnie Milsap
Ex To 41 — Brown/Cornelius
Ex To 43 — Mack Vickery
Ex To 45 — George Jones
Ex To 47 — Mac Davis
Ex To 48 — Larry Gatlin
Ex To 49 — Twitty/Lynn
Ex To 50 — Mel McDaniel

KKYX — SAN ANTONIO

1-1 — Waylon Jennings
Jim Chestnut
Little David Wilkins
Moe Bandy
Randy Barlow
Blanchard/Morgan
Peggy Sue
Texas Playboys
Johnny Carver
Carroll Gilley
9 To 2 — Donna Fargo — WB
28 To 13 — Brian Collins
Ex To 38 — Larry Gatlin
Ex To 39 — Twitty/Lynn
Ex To 40 — Jimmy Buffett

KCKC — SAN BERNARDINO

1-1 — Eddie Rabbitt
Lynn Anderson
Billy "Crash" Craddock
Hoyt Axton
22 To 8 — Ronnie Milsap
18 To 11 — Charlie Rich — Epic
24 To 16 — Johnny Rodriguez
33 To 22 — Emmylou Harris
34 To 26 — Larry Gatlin
Ex To 32 — Johnny Paycheck
Ex To 33 — Bobby Borchers
Ex To 34 — Jim Reeves
Ex To 35 — Johnny Duncan

KAYO — SEATTLE

1-1 — Waylon Jennings
Johnny Duncan
Twitty/Lynn
Willie Nelson — RCA
Freddy Weller
Mel McDaniel
12 To 6 — Tom T. Hall
14 To 9 — Jim Reeves
28 To 15 — Ronnie Milsap

27 To 16 — Marty Robbins
30 To 24 — Emmylou Harris
Ex To 27 — Charlie Rich — Epic
Ex To 28 — Johnny Rodriguez
Ex To 29 — Gary Stewart
Ex To 30 — Jimmy Buffett

KMPS — SEATTLE

2-1 — Waylon Jennings
Twitty/Lynn
Johnny Paycheck
Mickey Gilley
Sonny James
7 To 2 — Tina Rainford
20 To 14 — Tommy Overstreet
22 To 15 — Billie Jo Spears
24 To 17 — Brown/Cornelius
26 To 20 — Johnny Rodriguez
27 To 22 — Bobby Borchers
29 To 24 — Charley Pride
Ex To 26 — David Houston
Ex To 29 — Gary Stewart
Ex To 30 — Larry Gatlin

KGA — SPOKANE

4-1 — Barbara Mandrell
Sammi Smith
Twitty/Lynn
Johnny Duncan
12 To 5 — Donna Fargo — WB
24 To 19 — Jim Reeves
25 To 20 — Johnny Rodriguez
26 To 21 — Cal Smith
1-1 — Waylon Jennings
27 To 22 — Brown/Cornelius
29 To 25 — Tina Rainford
Ex To 27 — Marty Robbins
Ex To 28 — Willie Nelson — RCA
Ex To 29 — Ronnie Milsap
Ex To 30 — John Wesley Ryles

WIL — ST. LOUIS

1-1 — Marty Robbins
Twitty/Lynn
Cal Smith
Johnny Duncan
Charlie Rich — Epic
Larry Gatlin
9 To 3 — Mel Tillis
10 To 8 — Johnny Paycheck — Slide
22 To 16 — Sammi Smith
23 To 17 — John Wesley Ryles
25 To 19 — Mary Macgregor
27 To 20 — Tommy Overstreet
29 To 22 — Brown/Cornelius
31 To 23 — Charley Pride
34 To 25 — Tina Rainford
35 To 28 — Bill Anderson
37 To 32 — Johnny Rodriguez
39 To 34 — Marshall Tucker Band
Ex To 29 — Ronnie Milsap
Ex To 36 — Marty Robbins
Ex To 38 — Ronnie Sessions
Ex To 40 — Bobby Borchers

WSUN — TAMPA

2-1 — Tom T. Hall
Sonny James
John Wesley Ryles
Gary Stewart
Billy "Crash" Craddock
Charlie Rich — Epic
12 To 5 — Willie Nelson — RCA
17 To 10 — Tina Rainford
19 To 13 — Ronnie Milsap
23 To 16 — Brown/Cornelius
26 To 21 — Marshall Tucker Band
Ex To 23 — Marty Robbins
Ex To 25 — Emmylou Harris
Ex To 29 — David Houston
Ex To 30 — Johnny Rodriguez

KCUB — TUCSON

2-1 — Eddie Rabbitt
David Houston
Emmylou Harris

Johnny Duncan
Larry Gatlin
Lois Johnson
Connie Smith — Monument
Twitty/Lynn
Tom Bresh
Billy "Crash" Craddock
10 To 3 — Donna Fargo — WB
14 To 9 — Mel Tillis
21 To 11 — Jim Reeves
23 To 16 — Johnny Rodriguez
26 To 17 — Statler Bros.
27 To 18 — Tommy Overstreet
32 To 22 — Marty Robbins
34 To 26 — Billie Jo Spears
35 To 27 — Brown/Cornelius
Ex To 33 — Ronnie Milsap
Ex To 34 — Bill Anderson
Ex To 35 — Willie Nelson — RCA
Ex To 38 — Waylon Jennings — LP cut

KVOO — TULSA

3-1 — Tanya Tucker
Johnny Paycheck
Jeannie Seely
Johnny Duncan
Maury Finney
Linda Cassidy
Buck Owens
Ernie Dunlap
Moe Bandy
Mickey Gilley
7 To 2 — Donna Fargo — WB
56 To 27 — Johnny Lee
47 To 31 — Emmylou Harris
60 To 39 — Mack Vickery
59 To 45 — Charly McClain
72 To 55 — Jack Lebock
Ex To 67 — Lyndel East
Ex To 70 — Billy Walker
Ex To 72 — Dorsey Burnette
Ex To 74 — David Rogers
Ex To 76 — Daniel

WWVA — WHEELING

2-1 — Freddie Hart
Tina Rainford
Johnny Lee
Johnny Duncan
16 To 11 — Charley Pride
20 To 13 — Bill Anderson
26 To 14 — Marty Robbins
24 To 16 — Brown/Cornelius
27 To 17 — Tommy Overstreet
28 To 23 — Ronnie Milsap
29 To 24 — Larry Gatlin
31 To 26 — Billie Jo Spears
Ex To 38 — Beverly Heckel
Ex To 39 — Dan McCosiron
Ex To 40 — George Jones

KFDI — WICHITA

1-1 — Waylon Jennings
Peggy Sue
Moe Bandy
Sonny James
Randy Barlow
Texas Playboys
Mickey Gilley
Rayburn Anthony
Maury Finney
Blanchard/Morgan
8 To 3 — Donna Fargo — WB
27 To 20 — Bill Anderson
39 To 31 — George Jones
43 To 36 — Dottie
46 To 39 — Ronnie Milsap
47 To 41 — Larry Gatlin
49 To 43 — Charlie Rich — Epic
Ex To 47 — Gary Stewart
Ex To 48 — Johnny Lee
Ex To 49 — Mary Lou Turner
Ex To 50 — Wichita Nemen

CRI Names Three To New Positions

NEW YORK — Shirley Schmidt has been promoted to the position of managing director of CBS Records Israel by Peter de Rougemont, vice-president of CBS Records International in Paris. She succeeds her husband, Simon Schmidt, who, according to de Rougemont, "is relinquishing the position to attend better to the increasing demands on his time as area director." As part owner of CBS Records Israel, however, Simon Schmidt will remain

a member of the board. Farrell Bushing has been named to the newly created position of vice-president, finance of CBS Records International, by CRI president Dick Asher. Bushing previously held other positions with CBS Records/UK, CBS, Inc. and CBS Television. Jay Edelman has been promoted to the position of controller of CBS Records International. He had previously served as CRI's assistant controller.



Schmidt



Bushing



Edelman

Where In The World . . .

Dates for the **Alice Cooper** Canadian tour, the rock star's first in over two years' have been released. Cooper will appear with a five-piece back-up group, four dancers, including his wife Sheryl, and his full complement of special effects and stage gear with a first concert on June 23 in Vancouver.

Blondie begins their first tour of Europe in Amsterdam on June 3, moving on to dates in Brussels, Paris, Zurich, Munich, Hamburg and Olfenbach, Germany, Copenhagen and Stockholm.

16 Elvis Singles On British Charts

LONDON — RCA Records in Great Britain has re-issued 16 Elvis Presley singles, all of which have hit the British charts. No one remembers when one artist was represented on the charts with 16 titles at the same time.

The 16 singles were re-released on the same day two weeks ago in celebration of Presley's 21st anniversary in show business. Each of the singles had been a number one hit in Great Britain at the time of its initial release.

RCA officials in London are confident at least five of the singles will move into the Top 50. The discs are being sold in their original color picture bags and can be purchased separately or in a total package with a special collector's box.

King Acquires Rights To Sell UA Labels In Japan

TOKYO — King Record Co., Ltd. has renewed its contract with United Artists Record Co., Ltd. Through this renewal, King Record has acquired the rights to release some of UA's repertoire, including movie sound tracks.

In addition, King Record has received a new license to sell UA's many other labels in Japan, which had been released by Toshiba-EMI in the country. Included on the deal are Liberty, Blue-Note, World Pacific Jazz and all other labels.

Maranta Selects New Licensees

PERU — Clancy Morales, president of Maranta Music Enterprises, has announced effective immediately, Prodema (Producciones y Ediciones Musicales, S.A.) of Peru will be licensing the entire and future Maranta records catalog in that country. Morales also indicated that Kwang Sia Records will be representing and distributing all Maranta product in Singapore, Guillermo J. Arnal in Venezuela, Editions Belart in Belgium and the Benelux and Americas Music in Canada.

Argentinian News

BUENOS AIRES — The visit paid by Italian chanter **Nicola di Bari**, recording for RCA, was a complete success in terms of box office receipts and record sales and promotion. Di Bari appeared at the Gran Rex theater to SRO crowds and on TV, and his waxings are both in the singles and LP charts.

Microfon's **Aldo Monges**, who has recently finished an LP with Latin American melodic standards, will travel to Mexico for appearances in that market, where his recordings are selling well. A few months ago he visited several Latin markets in the States, where his tunes have also broken into the charts. Also touring the Americas in the near future will be chantress **Elianna** and folk singer **Carlos Torres Vila**.

Sicamericana's president, **Nestor Selasco**, reported to **Cash Box** that the company's recording studios, now operating on eight channel facilities, will soon receive new equipment for sixteen-channel recordings. Selasco has been expanding the diskery and plans to continue doing so in the future, despite the low state of the record market.

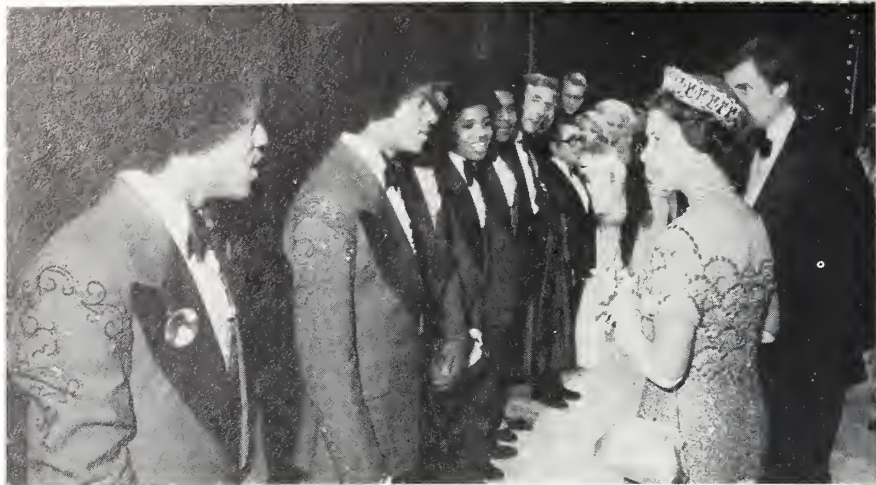
Union Records, the label formed by **Gustavo Yankelevich** and **Jorge Portunato**, has launched its first LP, with songs cut by **Miguel Saravaia**. A series of dates at theaters and colleges has been scheduled as part of a promotion plan for this and other records.

miguel smirnoff



SWEET SONGS FROM THE WOOD — Jethro Tull's "Songs From The Wood" has attained gold status in Canada. Shown at a gold record presentation are, from left: Arnold Gosewich, president of Capitol Records-EMI of Canada Limited and Ian Anderson of Jethro Tull.

Artists Around The World



ROYAL WELCOME — Her Majesty the Queen of England met CBS/Epic Records recording group The Jacksons at The Kings Theatre in Gasgow, Scotland during a special 25-year anniversary commemoration visit to the city. Other celebrities shown further down the receiving line include David Soul, Dolly Parton and Shari Lewis and Lambchop.



STYX STACK — After a Toronto concert members of Styx are shown receiving platinum and gold albums. Pictured (l-r) are John Panazzo (Styx), Derek Sutton (Styx manager), Doug Chappell (national promotion, A&M Canada), Chuck Panazzo (Styx), Dennis de Young (Styx), Gerry Lacoursiere (president, A&M Canada), James Young (Styx), Tommy Shaw (Styx), Joe Summers (vice president, A&M Canada).



LITTLE RIVER CELEBRATION — A celebration took place backstage for the Little River Band at Sydney's Regent Theatre. EMI Records' managing director, Stephen Shrimpton, joined the band for a drink and advised the group that their new album, "Diamantina Cocktail," had shipped over 8,000 copies in the four hours since its release that afternoon. Photographed with Shrimpton (standing left) are: LRB members, Glenn Shorrock, Beeb Birtles, Graham Goble, David Briggs, Glenn Wheatley (manager), Derek Pellicci (seated left) and George McArdle.



SWISS CONNECTION — After only 8 weeks, 50,000 copies of Pepe Lienhard Band's "Swiss Lady" single have been sold in Switzerland and gold records were presented to the group, Peter Reber (composer and producer) and to Laico Burkhalter, EMI's A&R manager.

Enter the World Popular Song Festival in Tokyo '77

Professional Artists
Established Performers
Songwriters
Promotion Managers

Sing your way over the Pacific.

Hear us. We want to hear your material.
We have a show waiting for you to steal, a three night
extravaganza of live and televised audiences in the world's
second largest pop music market. You could win cash prizes and
big contracts. And perform in a series of gala concerts
throughout Japan after the festival.
The festival is a three day thriller: Nov. 11-13.
Write for the entry form and regulations. Send us a demo
tape. If selected, you'll be our guest in Japan—the first
stop on your road to success.

We'll Tell You Now, We're Looking For Creative Songs
And Professional Singer/Performers. So Hurry.
Entry Closing Date Is June 30.



YAMAHA MUSIC FOUNDATION

24-22, 3-Chome, Shimomeguro, Meguro-ku, Tokyo, Japan Cable Address: WORLD FESTIVAL TOKYO Telex: 2466571 YAMAHA J Tel: (03) 719-3101



GRT JUKEBOX GIVEAWAY — GRT Music Tapes recently joined forces with City 1 Stop stores for a month-long promotion involving mailings and telephone sales promotions designed to draw attention to GRT's tape catalog. In return for their help City 1 Stop's participating dealers were entered in a raffle for a rare cassette jukebox supplied by GRT. The winning dealer was Project III in Hilo, Hawaii. Pictured (l-r) are: Les Silver, national sales manager of GRT Music Tapes; John Jones, western division sales manager for GRT Music Tapes and Dan Shubin, sales manager for City 1 Stop.

Performance Rights Question Draws 6 Pro/6 Con Comments

(continued from page 9)

companies from license fees for public performance in addition to indirect benefits to record sales from airplay).

The Amusement and Music Operators Association filed its opposition to the creation of a new royalty as "an unfair burden on an industry of small businessmen." It's unneeded by manufacturers and performers already getting royalties by contract and, on Constitutional grounds, record manufacturers are not 'authors' within the meaning of the copyright clause, AMOA said.

RIAA, Others Pro-

On the plus side, the Recording Industry Association of America submitted comments in support of a performance right and appended 55 pages of charts and economic data from its 1975 testimony on bills S. 1111 and H.R. 5345. The RIAA statements said that the broadcasting industry's opposition is the only thing in the way of this right, which is supported by Constitutional principle, precedent, international practice and economic equities.

Economic factors should have no bearing on the right of the creator to compensation for the commercial use of his product, RIAA said. Broadcasters aren't doing record companies a favor, as they suppose, by playing music: it is, after all, the best way to build audiences, draw advertisers and increase revenues, RIAA maintained. Most recordings never get airplay at all and more than 75% of records released fail to recover their costs, according to RIAA research. Record companies are not out for a "free ride," RIAA pointed out, since they spend approximately \$100,000,000 a year for paid air time.

Newspaper Ad Volume Soars

(continued from page 56)

tising one-LP-a-day \$3.49 calendar sales for the past few weeks (Cash Box, May 7), this week advertised only three releases (one-every-two-days) at even lower prices. The ad featured the latest \$13.98 list release by ELP for \$5.49, the soundtrack to "A Star Is Born" (\$8.98 list) for \$4.49 and "Frampton Comes Alive" (\$7.98 list) for \$4.49.

Don Anthony, advertising director for the five-store chain (which is currently readying a 9,000 sq. ft. "superstore"), said the previous \$3.49 calendar sales had been on non-hit current product, "that was going to show, we want to see what kind of sales we get from a different product," he explained.

The promotion of the Frampton LP, he

Since radio, TV, jukebox, discos, nightclubs and background music operators profit from sound recordings, RIAA concluded, they should pay a royalty for the privilege.

Siding with RIAA are BMI, the Record and Tape Association of America, the Chicago Bar Association's Patents, Trademarks and Trade Practices Committee and the Los Angeles-based F.E.L. Publications (Fellowship Among Spiritually Minded People).

BMI said that while it is prepared to support legislation that will properly compensate the performer, "we can do so only if we are assured that the position of BMI writers and publishers will not be adversely affected." BMI is opposed to the concept of compulsory licenses, which it feels would result in a reduction of funds actually available for distribution.

The Record and Tape Association of America president Alan Wally wrote that songwriters and singers should be able to maximize their total dollars in their short artistic lifespan. The Chicago Bar's committee said the right of public performance of a record should be incorporated into federal copyright law as a right accruing to the copyright proprietor of the record. This should be extended to foreign nationals only if their country reciprocally recognized such rights for the performance of records owned by U.S. citizens, the committee said.

F.E.L. Publications, which sells printed hymnals and songbooks as well as recordings to churches, said the performance fees will be crucial and must be compulsory, "or we will not be able to work out any kind of voluntary license for performance."

added, was designed to plant in the public's mind the connection between Frampton and Tape City, in anticipation of the upcoming shipment of Frampton's new album. "Hopefully, when we advertise the new Frampton, they'll automatically remember that they bought the last one here and come back. Again, it's a new avenue of merchandising."

Anthony indicated that this was opposed to the more prevalent strategy of using new product to boost catalog sales.

The soundtrack to "A Star Is Born" remains a big-seller at Tape City, Anthony said. "Rather than being treated to a special deal, our promotions, like 'A Star Is Born,' are not always related to what we paid for the item," he concluded.

ASCAP Sues WAUG In An Airplay Licensing Dispute

(continued from page 24)

pay licensing fees, but when they don't we have to bring lawsuit," said the spokesman, who added, "the message is that if you're going to stay on the air after an ownership change then you have to assume a licensing fee as a basic operating cost."

Jack Carpenter, station manager, told **Cash Box**, "It's a legitimate debt that we owe them. It was an old debt when I came here four years ago. I can't blame them, although I've been making current payments and working along towards paying the fees that are in arrears."

Although neither ASCAP nor WAUG had copies of both suits immediately available, the first action was an effort to prompt WAUG towards proper payment of licensing fees, according to both parties.

Songs involved in the action(s) are "Lowdown" by Boz Scaggs and David Paich;

"Ventura Highway" by Dewey Bunnell; "Witchy Woman" by Bernie Leadon and Don Henley; "Play That Funky Music" by Robert Parissi; "I Wish" by Stevie Wonder; "Whole Lotta Love" by Jimmy Page, Robert Plant, John Paul Jones and John Bonham; "Stairway To Heaven" by Jimmy Page and Robert Plant; "Muskrat Love" by Willis Alan Ramsey; "Rock 'N Me" by Steve Miller; "Fooled Around And Fell In Love" by Elvin Bishop; and "California Dreamin'" by John Phillips.

Other songs named in the action(s) are "Do It Again" by Walter Becker and Donald Fagen; "All Along The Watchtower" by Bob Dylan; "Do You Feel Like We Do" by Peter Frampton, Mick Gallagher, Rick Wills and John Siomos; "Mississippi Queen" by Leslie West, Laurence Laine, Felix Pappalardi and David Rea; and "The Old Rugged Cross" by Rev. George Bennard.

N.Y.C. Retailers Promotions

(continued from page 7)

the lowest price on those items observed during the first year of the **Cash Box** Retail Price Survey.

Jimmy's Music World, which recently opened its first "super store" in Times Square, promoted 23 releases for \$2.99; Mays stores advertised several items, including the Eagles' "Hotel California" (\$7.98 list), for \$2.87; and A&S department stores advertised the latest releases by the Beatles and Steve Miller (both \$7.98 list) for \$3.99, and several \$6.98 list items for \$2.99.

Finally, J&R Music World, a two-store operation dealing heavily in audio equipment, took out a rare co-op ad in the Sunday *New York Times* promoting the Columbia classical catalog for \$3.99 per disc.

In a related New York development, Sam Goody reported "encouraging results" after one week of its planned monthly "Buy

'em and try 'em" promotion. The ad offers a money-back guarantee on 10 LPs, and suggests that consumers return albums for a full refund if they simply don't like them (**Cash Box**, June 4).

"We have two or three numbers we think could be hits," said George Levy, president of Sam Goody, after studying the first week's sales figures from 19 of his 27 stores. The hottest albums are the latest LPs by Kenny Loggins, Southside Johnny And The Asbury Jukes and Pablo Cruise, he added.

Some movement has been reported on the new LPs by the Pezband, Sweet, REO, Les Dudek, Walter Egan, Frankie Miller and Flame.

Levy noted that on most of the advertised specials, the chain has already moved more units than it would have if buying and merchandising normally.

STATION BREAKS

(continued from page 24)

night man is the new 9-1 pm jock. The new all-night person is **Adele**, a former part-timer at the station.

Dave Mason, who replaces **Dr. Sarzynski**, is the new 6-10 pm air personality at **WKQT (13Q)**, Pittsburgh.

Steve Sutton, former jock at **WZEW-FM**, Dallas, is now doing the 12-3 pm air shift at **KFFD-FM**, Dallas. He replaces **Jack Darden**, who has left the station.

Gary Kelly, formerly with **KFMB (B-100)**, San Diego, has joined the **KIQQ (K-100)**, Los Angeles, air lineup. He replaces **Mark Taylor**, who goes to **KFI**, Los Angeles.

Bill Shane is now doing a weekend air shift at **WAVZ**, New Haven.

Floyd Wright, from **WHEB**, Portsmouth, New Hampshire, has joined the **WPTR**, Albany lineup in the midnight-5:30 am slot. **Don Brooks** moves into the 7-midnight time period. **Mike "Mother Bear" Kelly** is no longer at the station.

KFMB, San Diego, is looking for an air personality. Send tapes and resumes to **Bobby Rich**, KFMB, 7677 Engineer Road, San Diego, California 92111.

WRVQ, Richmond, has an opening for a jock. Forward tapes and resumes to **Ralph Wimmer**, WRVQ, Box 1394, Richmond, Virginia 23221. **Jeff ray**

Goody Loss In Qtr.

(continued from page 7)

"A hardware dealer can simply raise his prices to cover higher expenses," Levy concluded. "We, of course, can't do that. In this business, the prices go down."

The first-quarter 1977 results were similar to those experienced throughout most of 1976, in which sales rose and profits fell.

ASCAP Honors Fourteen Writers

NEW YORK — The tenth annual ASCAP Deems Taylor Awards for the year's outstanding books and articles about music were awarded last week at the society's New York headquarters to six authors and eight critics. Each recipient received a plaque and a check for \$500.

Authors who were cited included Geoffrey Stokes, for "Starmaking Machinery," Dan Morgenstern, for "Jazz People," Albert Murray, for "Stomping The Blues," Larry Sandberg and Dick Weissman, for "The Folk Music Sourcebook" and Professor Leo Kraft, for "Gradus."

Critics who received awards for their articles on popular music were Richard Dyer of the *Boston Globe*; John Ardoin of the *Dallas Morning News*; Samuel Lipman of *Commentary*; Karen Monson of the *Chicago Daily News*; Irving Lowens of the *Washington Star*; Paul Baratta of *Songwriter Magazine*; Gary Giddins of the *Village Voice*; and Maureen Orth of *Newsweek*.

Platinum LPs Miller LP 3x Platinum

LOS ANGELES — The Steve Miller Band's "Fly Like An Eagle" LP on Capitol Records recently reached the triple platinum mark indicating sales of over three million copies. The album contains Miller's three hit singles "Take The Money And Run," "Rock 'N Me" and "Fly Like An Eagle."

Isleys' 'Go' Platinum

NEW YORK — "Go For Your Guns," by T-Neck recording artists The Isley Brothers, has been certified platinum by the RIAA.

CASH BOX TOP 100 ALBUMS

June 11, 1977

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		6/4			6/4			6/4
1	RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	1	16				
2	HOTEL CALIFORNIA EAGLES (Asylum 6E-103)	7.98	2	25				
3	THE BEATLES AT THE HOLLYWOOD BOWL (Capitol SMAS-11638)	7.98	4	4				
4	MARVIN GAYE AT THE LONDON PALLADIUM (Tama/Motown T7-352R2)	7.98	3	11				
5	ROCKY ORIGINAL MOTION PICTURE SCORE (United Artists LA 693G)	6.98	6	15				
6	BOOK OF DREAMS STEVE MILLER BAND (Capitol SO-11630)	6.98	10	3				
7	GO FOR YOUR GUNS ISLEY BROTHERS (T-Neck/Epic PZ 34432)	6.98	5	10				
8	SONGS IN THE KEY OF LIFE STEVIE WONDER (Tama/Motown T13-340C2)	13.98	9	34				
9	COMMODORES (Motown M7-884R1)	7.98	8	11				
10	LIVE BARRY MANILOW (Arista 8500)	11.98	27	2				
11	BOSTON (Epic PE 34188)	6.98	7	40				
12	A STAR IS BORN STREISAND, KRISTOFFERSON (Columbia JS 34403)	8.98	11	27				
13	FOREIGNER (Atlantic SC 18215)	6.98	16	12				
14	IZITSO CAT STEVENS (A&M SP 4702)	6.98	20	4				
15	SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	6.98	12	66				
16	ENDLESS FLIGHT LEO SAYER (Warner Bros. BS 2962)	6.98	13	30				
17	NIGHT MOVES BOB SEGER (Capitol ST 11557)	6.98	15	32				
18	LEFTOVERTURE KANSAS (Kirshner/Epic PZ 34224)	6.98	14	32				
19	RIGHT ON TIME BROTHERS JOHNSON (A&M SP 4644)	6.98	25	4				
20	EVEN IN THE QUIETEST MOMENTS SUPERTRAMP (A&M SP 4634)	6.98	22	8				
21	LITTLE QUEEN HEART (Portrait/CBS JR 34799)	7.98	41	3				
22	CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	6.98	23	18				
23	CAROLINA DREAMS MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	7.98	21	16				
24	ANIMALS PINK FLOYD (Columbia JC 34474)	7.98	19	17				
25	A ROCK AND ROLL ALTERNATIVE ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	6.98	18	24				
26	SWEET FORGIVENESS BONNIE RAITT (Warner Bros. BS 2990)	6.98	24	8				
27	LET IT FLOW DAVE MASON (Columbia PC 34680)	6.98	28	7				
28	TIME LOVES A HERO LITTLE FEAT (Warner Bros. BS 3015)	6.98	31	5				
29	HERE AT LAST ... BEE GEES ... LIVE (RSO RS-2-3901)	11.98	69	2				
30	PARLIAMENT LIVE/P. FUNK EARTH TOUR PARLIAMENT (Casablanca NBLP 7053)	8.98	35	4				
31	TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	6.98	32	13				
32	OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	6.98	39	5				
33	DECEPTIVE BENDS 10CC (Mercury SRM 1-3702)	7.98	38	5				
34	THIS ONE'S FOR YOU BARRY MANILOW (Arista 4090)	6.98	17	43				
35	THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	6.98	30	67				
36	HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	6.98	36	12				
37	WORKS VOLUME 1 EMERSON LAKE & PALMER (Atlantic SC 2-7000)	13.98	26	10				
38	SONGS FROM THE WOOD JETHRO TULL (Chrysalis CHR 1132)	6.98	29	15				
39	DICKEY BETTS & GREAT SOUTHERN (Arista 4123)	6.98	34	8				
40	UNPREDICTABLE NATALIE COLE (Capitol SO 11600)	7.98	33	15				
41	BURNIN' SKY BAD COMPANY (Swansong/Atlantic SS 8500)	7.98	40	12				
42	A REAL MOTHER FOR YA JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-7)	6.98	47	9				
43	TRAVELIN' AT THE SPEED OF THOUGHT O'JAYS (Phila. Intl./CBS PZ 34684)	6.98	76	3				
44	FLY LIKE AN EAGLE STEVE MILLER BAND (Capitol ST 11497)	6.98	42	55				
45	CELEBRATE ME HOME KENNY LOGGINS (Columbia PC 34655)	6.98	51	7				
46	GREATEST HITS LINDA RONSTADT (Asylum 7E-1092)	6.98	46	26				
47	IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	7.98	48	18				
48	YEAR OF THE CAT AL STEWART (Janus JXS 7022)	6.98	45	36				
49	CONQUISTADOR MAYNARD FERGUSON (Columbia PC 34457)	6.98	52	11				
50	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista AL 4060)	6.98	43	24				
51	A NEW WORLD RECORD ELECTRIC LIGHT ORCHESTRA (United Artists LA 6790)	6.98	44	32				
52	COME IN FROM THE RAIN CAPTAIN & TENNILLE (A&M SP 4700)	7.98	37	8				
53	NETHER LANDS DAN FOGELBERG (Full Moon/Epic PE 34185)	7.98	82	2				
54	GOLD PLATED CLIMAX BLUES BAND (Sire/ABC SASD 7523)	6.98	62	10				
55	A PLACE IN THE SUN PABLO CRUISE (A&M SP 4625)	6.98	58	16				
56	ANGEL OHIO PLAYERS (Mercury SRM-1-3701)	7.98	50	11				
57	ROCK AND ROLL OVER KISS (Casablanca NBLP 7037)	6.98	53	30				
58	A PERIOD OF TRANSITION VAN MORRISON (Warner Bros. BS 2987)	6.98	61	6				
59	BEST OF THE DOOBIES DOOBIE BROTHERS (Warner Bros. BS 2978)	6.98	54	30				
60	SLAVE (Cotillion/Atlantic SD 9914)	6.98	63	12				
61	FLEETWOOD MAC (Warner Bros. MS 2225)	6.98	64	98				
62	PART 3 KC & THE SUNSHINE BAND (TK 605)	6.98	65	34				
63	REO LIVE (Epic PEG 34494)	7.98	59	14				
64	ASK RUFUS RUFUS FEATURING CHAKA KHAN (ABC 975)	6.98	56	19				
65	LACE & WHISKEY ALICE COOPER (Warner Bros. BSK 3027)	7.98	71	4				
66	A RETROSPECTIVE LINDA RONSTADT (Capitol SKBB 11629)	7.98	70	5				
67	ELEGANT GYPSY AL DIMEOLA (Columbia PC 33461)	6.98	68	8				
68	ANY WAY YOU LIKE IT THELMA HOUSTON (Tama/Motown T6-345S1)	6.98	49	26				
69	SONGS OF KRISTOFFERSON KRIS KRISTOFFERSON (Columbia PZ 34687)	7.98	72	6				
70	INDIAN SUMMER POCO (ABC AB 989)	6.98	77	5				
71	LOVE AT THE GREEK NEIL DIAMOND (Columbia KC 2-34404)	11.98	55	16				
72	I REMEMBER YESTERDAY DONNA SUMMER (Casablanca NBLP 7056)	7.98	98	2				
73	JEFF BECK WITH THE JAN HAMMER GROUP LIVE (Epic PE 34433)	6.98	60	11				
74	FRIENDS AND STRANGERS RONNIE LAWS (Blue Note/UA BNLA 730H)	7.98	80	6				
75	ANYTIME ... ANYWHERE RITA COOLIDGE (A&M SP 4616)	6.98	78	12				
76	HURRY SUNDOWN THE OUTLAWS (Arista AL 4135)	6.98	91	3				
77	WINGS OVER AMERICA WINGS (Capitol SWCO 11593)	14.98	57	25				
78	A MAN MUST CARRY ON JERRY JEFF WALKER (MCA 2-6003)	7.98	88	4				
79	EXODUS BOB MARLEY & THE WAILERS (Island ILPS 9498)	6.98	—	1				
80	LOVE STORM TAVARES (Capitol STAO 11628)	6.98	83	7				
81	KENNY ROGERS (United Artists LA 689G)	6.98	87	7				
82	NOW DO-U-WANTA DANCE GRAHAM CENTRAL STATION (Warner Bros. BS 3041)	6.98	84	8				
83	... , AHH, THE NAME IS BOOTSY, BABY BOOTSY'S RUBBER BAND (Warner Bros. BS 2972)	6.98	66	19				
84	BIGGER THAN BOTH OF US HALL & OATES (RCA APL1-1467)	6.98	67	42				
85	ROUGH DIAMOND (Island ILPS 9490)	6.98	79	6				
86	DESTROYER KISS (Casablanca NBLP 7025)	6.98	86	31				
87	MAZE (Capitol ST 11607)	6.98	89	17				
88	THIS TIME IT'S FOR REAL SOUTHSIDE JOHNNY & THE ASBURY JUKES (Epic PE 34668)	6.98	90	8				
89	LIVE AT LAST BETTE MIDLER (Atlantic SD 2-9000)	11.98	102	3				
90	UNMISTAKABLY LOU LOU RAWLS (Phila. Intl./Epic PZ 34488)	6.98	93	10				
91	WHAT YOU NEED SIDE EFFECT (Fantasy F9513)	6.98	92	9				
92	VIOLATION STARZ (Capitol SW 11617)	6.98	95	10				
93	UPTOWN FESTIVAL SHALAMAR (Soul Train/RCA BVL 1-2289)	6.98	101	5				
94	ROMANTIC JOURNEY NORMAN CONNORS (Buddah/RCA 5682)	6.98	94	10				
95	CAUGHT LIVE + FIVE MOODY BLUES (London 2PS 690/1)	11.98	—	1				
96	FRAMPTON COMES ALIVE PETER FRAMPTON (A&M SP3703)	7.98	81	71				
97	PETER GABRIEL (Atco SD 36-147)	6.98	74	15				
98	STILL TOGETHER GLADYS KNIGHT & THE PIPS (Buddah/RCA 5689)	6.98	100	9				
99	JOHN DENVER'S GREATEST HITS VOL. 2 (RCA CPL 1-2195)	7.98	73	15				
100	SOUTHERN NIGHTS GLEN CAMPBELL (Capitol SO 11601)	7.98	75	13				

Cashbox Top Albums/101 to 200

June 11, 1977

Rank	Album	Label	Weeks On Chart		Rank	Album	Label	Weeks On Chart		Rank	Album	Label	Weeks On Chart		
			6/4	Chart				6/4	Chart				6/4	Chart	
101	ALIVE KISS (Casablanca NBLP 7020)		7.98	103	88	136	STAR WARS ORIGINAL SOUNDTRACK (20th Century 2T-541)	8.98	—	1	169	CHILDREN OF THE WORLD BEE GEES (RSO/Polydor RS 1-3003)	6.98	169	38
102	MANILOW II BARRY MANILOW (Arista AS 4016)		6.98	104	13	137	KLAATU (Capitol ST 11542)	6.98	99	11	170	MAGIC T-CONNECTION (Dash/TK D-30004)	6.98	174	6
103	DETECTIVE (Swanson/Atlantic SS 8417)		6.98	108	6	138	LOVE NOTES RAMSEY LEWIS (Columbia PC 34696)	6.98	148	4	171	THEY SAID IT COULDN'T BE DONE, BUT WE DID IT THE DELLS (Mercury SRM 1-1145)	6.98	173	3
104	IT FEELS SO GOOD MANHATTANS (Columbia PC 34450)		6.98	105	15	139	KIKI DEE (Rocket/MCA PIG 2257)	6.98	149	6	172	PHYLLIS HYMAN (Buddah/RCA BDS 5681)	6.98	197	6
105	DREAMBOAT ANNIE HEART (Mushroom 5005)		6.98	106	63	140	YESTERDAY, TODAY & TOMORROW SPINNERS (Atlantic SC 19100)	6.98	140	11	173	HOT HOT (Big Tree/Atlantic BT 89522)	6.98	182	2
106	NOW THE TUBES (A&M SP-4632)		6.98	118	3	141	TEJAS ZZ TOP (London PS 680)	6.98	136	22	174	LOVING IS WHY SONS OF CHAMPLIN (Ariola America/Capitol ST 50017)	6.98	175	6
107	TOUCAN DO IT TOO AMAZING RHYTHM ACES (ABC AB 1005)		6.98	109	9	142	KENNY NOLAN (20th Century T532)	6.98	144	12	175	AFTER THE SHOW BRUCE FOSTER (Millennium/Casablanca MNLP 8000)	6.98	179	3
108	CAR WASH ORIGINAL SOUNDTRACK (MCA 2-6000)		7.98	85	38	143	DAVID SOUL (Private Stock PS 2019)	6.98	112	23	176	FUNCTION AT THE JUNCTION B.T. EXPRESS (Columbia PC 34702)	6.98	190	2
109	BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)		6.98	111	62	144	LIGHTS OUT UFO (Chrysalis CHR 1127)	6.98	—	1	177	.38 SPECIAL (A&M SP 4638)	6.98	178	4
110	ARRIVAL ABBA (Atlantic SC 18207)		6.98	110	21	145	ENDLESS SUMMER BEACH BOYS (Capitol SVBB 11307)	6.98	151	90	178	PHANTAZIA NOEL POINTER (Blue Note/United Artists BNLA 736-H)	7.98	187	3
111	TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)		6.98	113	112	146	SEAWIND (CTI 5002)	6.98	147	10	179	ENGELBERT SINGS FOR YOU ENGELBERT HUMPERDINCK (London BP 688/9)	7.98	199	2
112	MUSICMAGIC RETURN TO FOREVER (Columbia PC 34682)		6.98	97	11	147	THE BEST OF FREDDY FENDER FREDDY FENDER (ABC/Dot DO 2079)	6.98	159	2	180	WILLIE BEFORE HIS TIME WILLIE NELSON (RCA APL1-2210)	6.98	—	1
113	JOAN ARMATRADING (A&M SP 4588)		6.98	119	22	148	DOWDY FERRY ROAD ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 7600)	7.98	124	9	181	GREATEST HITS CAT STEVENS (A&M SP 4519)	6.98	—	1
114	ORIGINALS KISS (Casablanca NBLP 7032)		9.98	116	8	149	ARE YOU SERIOUS? RICHARD PRYOR (Laff A 196)	6.98	172	4	182	AS LONG AS YOU LOVE ME MICKEY THOMAS (MCA 2256)	6.98	188	3
115	DREAMS, DREAMS, DREAMS CHILLIWACK (Mushroom MRS 5007)		6.98	115	13	150	A NIGHT ON THE TOWN ROD STEWART (Warner Bros. BS 2938)	6.98	134	48	183	DAWN EXPLOSION CAPTAIN BEYOND (Warner Bros. BS 3047)	6.98	183	3
116	A SONG NEIL SEDAKA (Elektra 6E-102)		7.98	129	2	151	PLAYIN' UP A STORM GREGG ALLMAN BAND (Capricorn CP 0181)	6.98	—	1	184	CELI BEE & THE BUZZY BUNCH (APA/TK 77001)	6.98	185	5
117	LIVE N' KICKIN' KINGFISH (Jet/UA JT-LA 732G)		6.98	130	5	152	NEW HARVEST... FIRST GATHERING DOLLY PARTON (RCA APL1-2188)	6.98	158	5	185	OFF THE RECORD SWEET (Capitol STAO 11636)	6.98	161	6
118	JENNIFER WARNES (Arista 4062)		6.98	121	16	153	THE KENNY RANKIN ALBUM (Little David/Atlantic LD 1013)	6.98	152	15	186	MAKIN' MAGIC PAT TRAVERS (Polydor PD1-6103)	6.98	—	1
119	FUNDAMENTAL ROLL WALTER EGAN (Columbia PC 34679)		6.98	122	8	154	BOB JAMES 4 (CTI 7074)	7.98	137	10	187	OUT OF THE MIST ILLUSION (Island ILPS 9489)	6.98	192	2
120	V.S.O.P. HERBIE HANCOCK (Columbia PG 34688)		7.98	120	7	155	THIS IS THE WAY THAT I FEEL MARIE OSMOND (Polydor PD 1-6099)	6.98	141	6	188	MINK DeVILLE MINK DeVILLE (Capitol ST 11631)	6.98	—	1
121	THE PRETENDER JACKSON BROWNE (Asylum 7E-1079)		6.98	125	28	156	SONG OF JOY CAPTAIN & TENNILLE (A&M SP 4570)	6.98	143	65	189	SIN AFTER SIN JUDAS PRIEST (Columbia PC 34787)	6.98	—	1
122	DISCO INFERNO TRAMMPS (Atlantic SD 18211)		6.98	126	21	157	ON THE ROAD GEORGE CARLIN (Little David/Atlantic LD 1075)	6.98	168	4	190	STAGE PASS THE MICHAEL STANLEY BAND (Epic PEG 34661)	7.98	194	9
123	AMNESIA POUSETTE-DART BAND (Capitol SW 11068)		6.98	107	15	158	GHOST WRITER GARLAND JEFFREYS (A&M SP 4629)	6.98	133	12	191	ELTON JOHN'S GREATEST HITS (MCA 2128)	6.98	189	136
124	FREE AS THE WIND CRUSADERS (Blue Thumb/ABC BT-6029)		6.98	—	1	159	TURN THIS MUTHA OUT IDRIS MUHAMMAD (Kudu/CTI KU 35)	6.98	171	2	192	BRAINSTORM BRAINSTORM (Tabu/RCA BOL1-2048)	6.98	—	1
125	SLEEPWALKER KINKS (Arista AL 4106)		6.98	96	16	160	NO SECOND CHANCE CHARLIE (Janus JXS 7032)	6.98	167	5	193	ULTRAVOX ULTRAVOX (Island ILPS 9449)	6.98	—	1
126	EAR CANDY HELEN REDDY (Capitol SO-11640)		6.98	139	4	161	WIND & WUTHERING GENESIS (Atlantic SC 36-144)	6.98	135	21	194	BATTLE AXE BILLION DOLLAR BABIES (Polydor PD1-6100)	6.98	198	2
127	JOYOUS PLEASURE (Fantasy F9526)		6.98	131	10	162	SONGWRITER JUSTIN HAYWARD (Deram/London 18073)	6.98	128	14	195	LIVE BULLET BOB SEGER (Capitol SKBB 11523)	6.98	154	59
128	SWEET BEGINNINGS MARLENA SHAW (Columbia PZ 34458)		6.98	117	13	163	LOADING ZONE ROY BUCHANAN (Atlantic 18219)	6.98	177	2	196	MUSIC MAN PAUL ANKA (United Artists UALA 746H)	7.98	—	1
129	WELCOME TO MY WORLD ELVIS PRESLEY (RCA APL1-2274)		6.98	114	8	164	LOVE YOU BEACH BOYS (Warner Bros. MSK 2258)	7.98	123	8	197	REAR VIEW MIRROR STARLAND VOCAL BAND (Windsong/RCA BHL1-2239)	6.98	—	1
130	WHAT'S WRONG WITH THIS PICTURE? ANDREW GOLD (Asylum 7E-1086)		6.98	160	5	165	DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WB 301)	6.98	—	1	198	TOO LATE TO CRY WIDOWMAKER (Jet/United Artists UALA 723G)	6.98	—	1
131	COMING BACK FOR MORE WILLIAM BELL (Mercury SRM 1-1146)		6.98	127	10	166	DARK SIDE OF THE MOON PINK FLOYD (Capitol SMAS 11163)	7.98	166	6	199	GINSENG WOMAN ERIC GALE (Columbia PC 34421)	6.98	153	10
132	FIREFALL (Atlantic 18174)		6.98	142	5	167	NOTHING BUT A BREEZE JESSE WINCHESTER (Bearsville/Warner Bros. BR 6968)	6.98	176	4	200	ONLY LOVE CAN BREAK A HEART DIONNE WARWICK (Musicor/Springboard MUS 2501)	6.98	—	1
133	SWEET PASSION ARETHA FRANKLIN (Atlantic SD 19102)		7.98	—	1	168	WORLD ANTHEM FRANK MARINO & MAHOGANY RUSH (Columbia PC 34677)	6.98	165	4					

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	110	Chilliwack	115	Gabriel, Peter	97	Lewis, Ramsey	138	Presley, Elvis	129	Summer, Donna	72
Aerosmith	111	C.J. & Co.	165	Gale, Eric	199	Little Feat	28	Pryor, Richard	149	Supertump	20
Allman, Greg	151	Climax Blues Band	54	Gaye, Marvin	4	Loggins, Kenny	45	Raitt, Bonnie	26	Sweet	185
Anka, Paul	196	Cole, Natalie	40	Genesis	161	Mahogany Rush	168	Rankin, Kenny	153	Tavarez	80
Amazing Rhythm Aces	107	Commodores	9	Gold, Andrew	130	Manhattans	104	Rawls, Lou	90	T-Connection	170
Armatrading, Joan	113	Connors, Norman	94	Graham Central Station	82	Manilow, Barry	10,34,50,102	Reddy, Helen	126	10cc	33
Atlanta Rhythm Section	25	Coolidge, Rita	75	Hall & Oates	84	Marley, Bob	79	REO	63	.38 Special	177
Bad Company	41	Cooper, Alice	65	Hancock, Herbie	120	Marshall Tucker Band	23	Return To Forever	112	Thomas, Mickey	182
Beach Boys	145,164	Crusaders	124	Hayward, Justin	162	Mason, Dave	27	Rogers, Kenny	81	Trammmps	122
Beatles	3	Dee, Kiki	139	Heart	21,105	Maze	87	Ronstadt, Linda	46,66	Travers, Pat	186
Beck, with Hammer	73	Dells	171	Hot	173	Midler, Bette	89	Rough Diamond	85	Tubes	106
Bee Gees	29,169	Denver, John	99	Houston, Thelma	68	Miller, Steve	6,44	Rufus	64	UFO	144
Bell, William	131	Detective	103	Humpertinck, Engelbert	179	Mink DeVille	188	Sayer, Leo	16	Ultravox	193
Benson, George	47,109	Diamond, Neil	71	Hyman, Phyllis	172	Moody Blues	95	Scaggs, Boz	15	Walker, Jerry Jeff	78
Betts, Dickey	39	DiMeola, Al	67	Illusion	187	Morrison, Van	58	Seawind	146	Warnes, Jennifer	118
Billion Dollar Babies	194	Doobie Bros.	59	Isley Bros.	17	Muhammad, Idris	159	Sedaka, Neil	116	Warwick, Dionne	200
Bootsy's Rubber Band	83	Dudek, Les	134	James, Bob	154	Nelson, Willie	180	Seeger, Bob	17,195	Watson, Johnny Guitar	42
Boston	11	Eagles	2,35	Jeffreys, Garland	158	Nolan, Kenny	142	Shalamar	93	Weather Report	36
Brainstorm	192	Egan, Walter	119	Jennings, Waylon	32	O'Jays	43	Shaw, Marlena	128	Widowmaker	198
Brand X	135	Electric Light Orch.	51	Jethro Tull	38	Ohio Players	56	Side Effect	91	Winchester, Jesse	167
Brothers Johnson	19	Emerson Lake & Palmer	37	John, Elton	191	Osmond, Marie	155	Slave	60	Wings	77
Brown, Jackson	121	England Dan & J.F. Coley	148	Judas Priest	189	Outlaws	76	Sons Of Champlin	174	Wonder, Stevie	8
B.T. Express	176	Fender, Freddy	147	Kansas	18	Pablo Cruise	55	Star	143	ZZ Top	141
Buchanan, Roy	163	Ferguson, Maynard	49	KC & The Sunshine Band	62	Parliament	30	Southside Johnny	88	SOUNDTRACKS	
Butler, Jimmy	22	Firefall	132	Kingfish	117	Parton, Dolly	152	Spinners	140	A Star Is Born	12
Caribell, Glen	100	Fleetwood Mac	1,61	Kinks	125	Pendergrass, Teddy	31	Stanley, Michael	190	Car Wash	108
Carson & Tsnille	52,156	Fogelberg, Dan	53	Kiss	57,86,101,114	Pink Floyd	24,166	Starland Vocal Band	197	Rocky	5
Captain Beyond	183	Foreigner	13	Klaatu	137	Pleasure	127	Stevens, Cat	14,181	Star Wars	136
Charlie	157	Foster, Bruce	175	Knight, Gladys & Pips	98	Poco	70	Stewart, Al	48		
Charlie	184	Frampton, Peter	96	Kristofferson, Kris	69	Pointer, Noel	178	Stewart, Al	48		
Charlie	160	Franklin, Aretha	133	Laws, Ronnie	74	Pousette-Dart Band	123	Stewart, Rod	150		

INTERNATIONAL BEST SELLERS

Great Britain

TOP TEN 45s

- 1 I Don't Want To Talk About It — Rod Stewart — Riva
- 2 Ain't Gonna Bump No More — Joe Tex — Epic
- 3 A Star Is Born — Barbra Streisand — CBS
- 4 The Shuffle — Van McCoy — H&L
- 5 Lucille — Kenny Rogers — UA
- 6 Good Morning Judge — 10cc — Philips
- 7 Got To Give It Up — Marvin Gaye — Motown
- 8 Mah Na Mah Na — Piero Umiliani — EMI Intl.
- 9 Hotel California — Eagles — Asylum
- 10 Free — Deniece Williams — CBS

TOP TEN LPs

- 1 Arrival — Abba — Epic
- 2 Hotel California — Eagles — Asylum
- 3 Deceptive Bends — 10cc — Philips
- 4 Beatles Live At The Hollywood Bowl — EMI
- 5 A Star Is Born — Soundtrack — CBS
- 6 Abba's Greatest Hits — Epic
- 7 Smokie Greatest Hits — Rak
- 8 IV Rattus Norvegicus — Stranglers — United Artists
- 9 The Shadows Greatest Hits — EMI
- 10 Rumours — Fleetwood Mac — Warner Bros.

Holland

TOP TEN 45s

- 1 You're My World — Guys & Dolls — Negram
- 2 Oerend Hard — Normaal — Telegram
- 3 Oh Me Oh My — Champagne — Ariola
- 4 Beautiful Rose — George Baker Selection — Negram
- 5 Nee, Nou Wordt-ie Mooi — Ome Joop — CNR
- 6 Nonstop Dance — Gibson Brothers — CNR
- 7 Sound And Vjision — David Bowie — Inelco
- 8 Ma Baker — Boney M — Dureco
- 9 Hotel California — Eagles — WEA
- 10 Cherchez La Femme — Dr. Buzzard's Or. Savannah Band — Inelco

TOP TEN LPs

- 1 Rumours — Fleetwood Mac — WEA
- 2 Hotel California — Eagles — WEA
- 3 The Year Of The Cat — Al Stewart — Inelco
- 4 Deceptive Bends — 10cc — Phonogram
- 5 Good Times — Guys & Dolls — Negram
- 6 Souvenirs — Pussycat — Bovema
- 7 Luxury Liner — Emmylou Harris — WEA
- 8 10 Low — David Bowie — Inelco
- 9 A Star Is Born — Barbra Streisand & Kris Kristofferson — CBS
- 10 Book Of Dreams — Steve Miller Band — Phonogram

Brazil

TOP TEN 45s

- 1 My Dear — Manchester — Top Tape
- 2 Arrombou A Festa — Rita Lee — Som Livre
- 3 Baby I Love Your Way — Peter Frampton — Odeon
- 4 Ete D'Amour — Jean Pierre Posit — Beverly
- 5 Tonight's The Night — Rod Stewart — WEA
- 6 Duas Vidas — Francisco Cuoco — RCA
- 7 If You Leave Me Now — Chicago — CBS
- 8 Hold Back The Water — Bachman-Turner Overdrive — Philips
- 9 Fernando — Abba — RCA
- 10 Tranquei A Vida — Ronnie Von — RCA

TOP TEN LPs

- 1 Duas Vidas (International) — Various — Som Livre
- 2 O Progresso — Roberto Carlos — CBS
- 3 Loco-Motivas — Various — Som Livre
- 4 Music Power — Various — K-tel
- 5 Maria Baiana Maria — Benito di Paula — Copacabana
- 6 Duas Vidas (National) — Various — Som Livre
- 7 Geraes — Milton Nascimento — Odeon
- 8 Meus Caros Amigos — Chico Buarque — Philips
- 9 Rosa Do Povo — Martinho Da Vila — RCA
- 10 Frampton Comes Alive — Peter Frampton — Odeon

Japan

TOP TEN 45s

- 1 Yumesaki Annayinin — Momoe Yamaguchi — CBS/Sony
- 2 Amayadori — Masashi Sada — Warner/Pioneer
- 3 Carmen 77 — Pink Lady — Victor Musical Industries
- 4 Kaweranayi — Kentaro Shimizu — CBS/Sony
- 5 Kanashiki Memory — Hiromi Goh — CBS/Sony
- 6 Chinmoku — Goro Noguchi — Polydor
- 7 Feeling — High Figh Set — Toshiba/EMI
- 8 Hiren Hakusho — Hiromi Iwazaki — Victor Musical Industries
- 9 Yasashiyi Akuma — Candies — CBS/Sony
- 10 Garasuzaka — Mizue Takada — Teichiku

TOP TEN LPs

- 1 Shokubutsushi — Iruka — Crown
- 2 Private — Takuro Yoshida — For Life
- 3 Love Collection — High Figh Set — Toshiba/EMI
- 4 Tomokazu Miura & Nakamatachi — Akazukinchan Himitsudayo — RCA
- 5 Hotel California — Eagles — Warner/Pioneer
- 6 Door Wo Akero — Eikichi Yazawa — CBS/Sony
- 7 Watarase Shooyoo — Keyi Ogura — Polydor
- 8 Candies — Yasashiyi Akuma — CBS/Sony
- 9 Sorosoro — Akira Fuse Myself — King
- 10 Boshoku — Akira Inaba — Disco

Italy

TOP TEN 45s

- 1 Amarsi Un Po' — Lucio Battisti — Numero 1
- 2 Bella Da Morire — Homo Sapiens — Rifi
- 3 Black Is Black — La Belle Epoque — EMI
- 4 Alla Fiera Dell'Est — Angelo Branduardi — Polydor
- 5 Tu Mi Rubi L'Anima — Collage — Saar
- 6 Miele — Giardino dei Semplici — CBS
- 7 Monica — Santo California — Yep
- 8 Blood And Honey — Amanda Lear — Polydor
- 9 Honky Tonky Train Blues — Keith Emerson — Manticore
- 10 Gonna Fly Now — Maynard Ferguson — CBS

TOP TEN LPs

- 1 Io, Tu, Noi, Tutti — Lucio Battisti — Numero 1
- 2 Alla Fiera Dell'Est — Angelo Branduardi — Polydor
- 3 Animals — Pink Floyd — EMI
- 4 Solo — Claudio Baglioni — RCA
- 5 Songs In The Key Of Life — Stevie Wonder — Motown
- 6 Life Is Music — Ritchie Family — Derby
- 7 Verita' Nascoste — Le Orme — Philips
- 8 Over America — Wings — EMI
- 9 Diesel — Eugenio Finardi — Cramps
- 10 Disco Dance — Adriano Celentano — Clan

Australia

TOP TEN 45s

- 1 Don't Cry For Me Argentina — Julie Covington — MCA
- 2 Living Next Door To Alice — Smokie — Rak
- 3 You And Me — Alice Cooper — Warner Bros.
- 4 Don't Give Up On Us — David Soul — Private Stock
- 4 Love Theme From "A Star Is Born" (Evergreen) — Barbra Streisand — CBS
- 6 Hey There Lonely Girl — Shaun Cassidy — Warner Bros.
- 7 This Is Tomorrow — Bryan Ferry — Polydor
- 8 Love Has No Pride/Fly Away — Daryl Braithwaite — Razzle
- 9 When I Need You — Leo Sayer — Chrysalis
- 10 Help Is On The Way — Little River Band — EMI

TOP TEN LPs

- 1 A New World Record — Electric Light Orchestra — United Artists
- 2 In Your Mind — Bryan Ferry — Polydor
- 3 Lace And Whiskey — Alice Cooper — Warner Bros.
- 4 A Star Is Born (Soundtrack) — Streisand/Kristofferson — CBS
- 5 Even In The Quietest Moments — Supertramp — A&M
- 6 Rumours — Fleetwood Mac — Warner Bros.
- 7 Diamantina Cocktail — Little River Band — EMI
- 8 Hotel California — Eagles — Asylum
- 9 Evita — MCA
- 10 Endless Flight — Leo Sayer — Chrysalis

Argentina

TOP TEN 45s

- 1 Otro Ocupa Mi Lugar — Miguel Gallardo — EMI
- 2 Recuerdos De Una Noche — Los Pasteles Verdes — Microfon
- 3 Por Favor Dime Que Si — Los Moros — RCA
- 4 Volando — Bobby Crimson — Disfal; Chris de Burgh — EMI
- 5 No Me Pregunten Como Es Mi Muchacha — Nazareno — Philips
- 6 Nena Me Gusta Tu Forma — Peter Frampton — EMI
- 7 Ojos Sin Luz — Pomada — RCA
- 8 Y Te Amaba — Nicola di Bari — RCA
- 9 Falso Amor — Los Bukis — Microfon
- 10 La Chica Mas Linda — Los Iracundos — RCA

TOP TEN LPs

- 1 Los Consagrados — Selection — RCA
- 2 America — Julio Iglesias — CBS
- 3 Granada — Placido Domingo — DGG
- 4 Ruidos En Espanol — Selection — Polydor
- 5 Roberto Carlos — CBS
- 6 Y Te Amaba — Nicola di Bari — RCA
- 7 Greatest Hits — Little Richard — CBS
- 8 En Vivo — Julio Iglesias — CBS
- 9 Comes Alive — Peter Frampton — EMI
- 10 Trilogia De Amor — Donna Summer — Microfon

France

TOP TEN 45s

- 1 L'Arche De Noe — Sheila — Carrere
- 2 Heureusement Que La Musique Est La — Dave — CBS
- 3 Drague Party — Martin Circus — Vogue
- 4 Bahia — Georges Moustaki — Polydor
- 5 Ooh La La — Rubettes — Polydor
- 6 Le Coeur En Deux — Johnny Hallyday — Phonogram
- 7 Mourir Aupres De Mon Amour — Demis Roussos — Phonogram
- 8 Je Vais A Rio — Claude Francois — Fleche
- 9 Pulstar — Vangelis Papathanassiou — RCA
- 10 Don't Cry For Me Argentina — Julie Covington — Barclay

TOP TEN LPs

- 1 Comme Une Piaf — Claude Nougaro — Barclay
- 2 Oxygene — Jean-Michel Jarre — Polydor
- 3 Animals — Pink Floyd — EMI/Pathe Marconi
- 4 My Name Is Mortimer — Mort Shuman — Phonogram
- 5 Musique — France Gall — WEA
- 6 Solsbury Hill — Peter Gabriel — Phonogram
- 7 Hotel California — Eagles — WEA
- 8 Trans Europe Express — Kraftwerk — EMI/Pathe Marconi
- 9 J'T'Aime Bien Lili — Philippe Chatel — RCA
- 10 Sicilienne En Sol Mineur (Bach) — Wilhelm Kempff — Deutsch Gramophon

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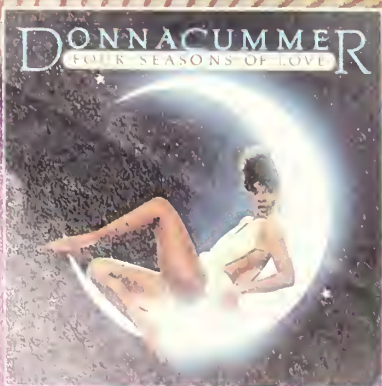
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